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**WORLD'S LARGEST
GROWERS OF
EVERGREENS
HIGH GRADE
FRUIT AND
FLOWERS**

**EARL FERRIS
NURSERY COMPANY
HAMPTON, IOWA**

RESPONSIBILITY

State Bank of Union
Capital and Surplus \$100,000
Reserve Fund \$25,000
Total Assets \$125,000

Mr. Earl Ferris,
Hampton, Iowa.

September 4th, 1918

Dear Sir:-

In reply to your letter, will say that the many windbreaks and orchards that are planted in and around Allison are certainly a better recommendation for your nursery than any that I could give you.

My father started buying his evergreens from the Ferris nursery twenty-five years ago and I believe that there has hardly been a spring but what either my father, brother or myself have not received trees from you. These trees have been entirely satisfactory and we have some of the finest specimens that I know of in this part of the state.

The trees that your firm planted around the Courthouse in Allison, the park on the Chicago Great Western grounds, and the evergreen groves on the latter county poor farm are all living advertisements of which you can be justly proud. These groves and many others have entitled you to your justly earned name of "Evergreen Specialist."

Your method of selling direct to the planter, with no middlemen, certainly is very satisfactory to anyone that desires good trees at a low price.

Very truly,
C. J. Ferris
Cassier

FRANKLIN COUNTY STATE BANK

ESTABLISHED 1871

IN A TOWN OF 10,000 PEOPLE
J. C. FERRIS AND SONS, INC. 1001 W. 10TH ST. HAMPTON
J. C. FERRIS AND SONS, INC. 1001 W. 10TH ST. HAMPTON

HAMPTON, IOWA

Hampton, Ia., Jan. 1, 1919

To Whom It May Concern:- I take great pleasure in recommending the Earl Ferris Nursery of this place to anyone desiring to buy first-class nursery stock direct from a reliable nursery.

Earl Ferris, the proprietor of the nursery is perfectly reliable, having nearly 200 acres of land inside the city limits of Hampton, besides three good farms within a few miles of this city, and I believe that he also has the largest stock of transplanted evergreens in the United States. But his best asset is his thousands of satisfied customers all over the United States.

During Mr. Ferris's tree delivery in the spring of the year he keeps a large force of men busy packing orders to be shipped all over the United States, and the three express companies here in town have great difficulty in handling all of his shipments.

Mr. Ferris specializes on evergreens and small fruit, growing both in very large quantities. He not only grows evergreens for his retail trade, but furnishes many other nurseries their evergreens and ships them many car loads each year.

Yours very truly,

J. C. Ferris Cashier

Franklin County State Bank, Hampton, Iowa.

Citizens State Bank

BRISTOW, IOWA

Bristow Iowa Dec. 2, 1918.

To Whom It May Concern: The Earl Ferris nursery was started near Bristow nearly forty years ago, and has made a steady growth from that time.

S. J. Ferris, the founder of the nursery, still owns the old home farm of 500 acres on which the nursery started. In 1899 his son, Earl Ferris, took complete charge of the nursery and moved it to Hampton. Nearly all of the trees planted in and around Bristow came from the Ferris nursery. The Spruce and White Pine windbreaks on the old Ferris homestead are one of the best in northern Iowa, to say nothing of the windbreak put out by those for the Chicago Great Western along their right of way, and hundreds of other good groves and orchards that I could mention.

Mr. Ferris has well earned the name of "Evergreen Specialist", as he has devoted nearly twenty-five years in studying and proving evergreens for windbreaks. Today he grows more evergreens for windbreaks than any other nursery in Iowa, and I believe I am safe in saying that he grows more than any other nursery in the United States.

Yours very truly,

J. C. Ferris
Cashier
Citizens State Bank, Bristow, Iowa.

SATISFACTION

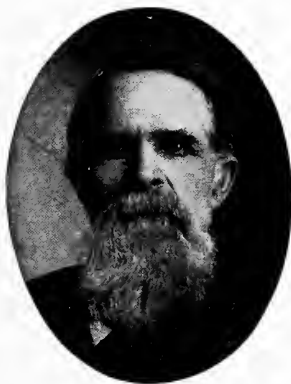
APR 26 1919



This Is Our Fiftieth Anniversary

This year—1919—marks the end of the first half-century of existence of the Ferris Nursery. Note that I say the “first half-century.” I hope and confidently expect that this Nursery will be in existence and doing business with the same fair and square policies 50 years from now. There's no reason, that I can think of, why it should not be.

My father—S. W. Ferris—started the Ferris Nursery in 1869. It has been going along ever since—for 50 years—growing constantly, pleasing its customers and establishing a nation-wide reputation for square dealing and **Quality Nursery Stock**. It has grown from a little—less than an acre—patch with only a few varieties of trees, to one of the biggest and best known establishments of its kind in the country. Today, two hundred forty acres of the finest Iowa land is in cultivation for the production of the famous Ferris trees, and hundreds of thousands of Ferris customers enthusiastically recommend our nursery stock and endorse our methods of doing business.



S. W. Ferris.

The Ferris policy—“true to name” trees of the highest quality, honest advertising and absolute satisfaction to every customer—is as old as the Ferris Nursery itself. It was S. W. Ferris' policy—it is my policy—it will be the policy of the next Ferris who will some day inherit the Nursery from me, as I inherited it from my father. It was **this policy** that made the Ferris Nursery what it is, and that is creating a bigger and bigger demand for Ferris trees each succeeding year.

The Ferris record of 50 years of successful experience in the business of producing and distributing high grade nursery stock deserves the consideration of every man who expects to buy trees. It's the **best recommendation a Nursery could have**. No Nursery could continue doing business and increasing its



Earl Ferris.

business, year after year for 50 years if it did not satisfy its customers and keep its promises. You know that. The popularity of a Nursery is measured by the merit of its stock and the honesty of its dealings.

I hope there will always be a Ferris growing Ferris trees. I like to think that there will be. Already my son—S. W., Jr., whose picture appears with his grandfather's and mine on this page—is taking up the study of trees. Some day he will own and manage the Ferris Nursery and I want him to benefit by every bit of “tree knowledge” that I have acquired and can impart to him. He's going to grow up right here in the Nursery and learn the theory and practice of tree growing from “A to Z” by experience. He expects to make it his life-work, just as it has been mine.

Many of my customers today are the sons and grandsons of S. W. Ferris' customers in early days. The reputation of Ferris trees for quality and value descends from father to son among Ferris customers, just as this Nursery descends from one Ferris to another. Some day the sons of my present customers will buy Ferris stock from my son with the same assurance of satisfaction and big value that I now give every Ferris customer.

Gifts to Our Customers in Honor of Our Anniversary

I want you to have a token of the 50th Ferris anniversary—a living token which will be a source of pleasure to you year after year.

I've selected roses—Ramblers—or shrubs as the most suitable gifts I can make. I don't know of anything more beautiful than these roses or hardy flowering shrubs, and I hope that they will grow and thrive wherever you put them. Many of them, I do not doubt, will be living and luxuriantly blooming when the Ferris Nursery celebrates its 100th Anniversary and members of another generation of Ferris customers will point to them and say—“Those beautiful flowers were a gift from the Ferris Nursery Co., 50 years ago.”

Now, here are my **Gift Offer and conditions**: First, no gift will be given unless your order reaches us within twenty days from date catalog is mailed, or before our shipping season opens. Second, no gift will be given unless you ask for it when you send in your order, as we are only sending this catalog and special gift offer to a limited number of our mailing list.

With your first order from this catalog for \$3.00 worth of Ferris stock we will send, free of all charge, one hardy, field grown **Crimson Rambler Rose Bush**, guaranteed—as all Ferris stock is, to reach you alive and in growing condition.

With your first order for \$5.00 worth of Ferris stock we will send you one each of **Red and White Rambler Bushes**, or one **Pink Tartarian Honeysuckle** and one **White Tartarian Honeysuckle**.

With your first order for \$10.00 worth of Ferris stock we will send you one each **Red, White and Blue Rambler Bushes**, or three of the following hardy flowering shrubs: **Pink Tartarian Honeysuckle, White Tartarian Honeysuckle, Spirea Van Houttei, Snowball**.

The strongest and best rooted bushes will be sent to the customers who order first, so get your orders in early.

Remember that free premiums will be given only to those who ask for them at the time they place their order.



S. W. Ferris, Jr.

EARL FERRIS.

The Gospel Truth About Ferris Quality

For the benefit of those who have never yet been Ferris customers I'm going to talk a little about "Ferris Quality" and what it means. My old customers already know what those words mean—have the convincing first-hand knowledge that experience brings. They remain my customers year after year because "Ferris Quality" means what it does mean.

Ferris Quality trees are the best trees that grow—the best that can be grown by the most modern and scientific methods. They are the product of a modern nursery where the methods of growing are the result of years of practical experience. **No nursery anywhere today produces sturdier, stronger, better-rooted trees—you will not buy better ones, regardless of what you pay.**

Ferris Quality means **BEST QUALITY** and it is maintained in every shipment that leaves this nursery. Don't forget that.

I know what my trees are. I am in position to know them. I grow them right here, by the methods which I have perfected through practically a lifetime of study and experiment. I know that they are as hardy and vigorous as trees can be. The scientific methods of cultivation, root pruning and transplanting in use here insure that—the testimony of thousands of my customers proves it.

I base my appeal for your patronage directly on the quality of the trees I'm going to ship to you. If I couldn't promise to send you nursery stock of the very highest quality I wouldn't have any right to ask you to buy of me. **That's the way I look at it, anyway.**

You pay your money to get trees that will live—and grow for you—that have the vitality to reach you alive and in condition to grow. If you don't get such trees you don't get your money's worth regardless of what you pay.

The best trees that grow are none too good for Ferris customers. **I want satisfied customers**—no other kind—and the better my trees are, the better satisfied you will be with them. That's the reason I grow my own trees and personally supervise everything that is done at the Ferris Nursery.

I cannot afford to have dissatisfied customers. I wouldn't want to anyway, but I can't afford to. If I sent you trees that were poor quality—puny, spindling, low-grade stock—you would never send me a second order and you'd say to your neighbors and friends—"Ferris' trees are no good."

Some Nurserymen may feel that they can afford to have something like that said about their stock, but I don't figure that I can. I'm going to be in the business next year and the year after, and for a good many years more after that, I hope, and when my boy is ready to step into my place I want him to have a fair start, a good reputation back of him, a policy of fair and square dealing that will be a guide to him in his own business career.

If I sell you trees this year I'll sell some to your neighbors in the future on your recommendation.

I can and will furnish you trees that you'll want to recommend.

Ferris Quality



EARL FERRIS.



Ferris Norway Spruce
Planted in 1872.



300,000 Three Times Root-Pruned White Pine.



White Pine 8 Years after Planting.

Ferris Prices and Why They Are So Low

The Ferris Nursery offers its customers more for their money right today than any other nursery in this country does. That's a broad statement, but a true one. I make it without the slightest fear of successful contradiction. It's based on actual knowledge of the value of my trees and of comparative prices, and corroborated by the testimony of my customers.

The money you pay for Ferris trees **buys trees**—every nickel of it is represented in the actual value of trees I ship on your order. There are no agent's commissions to be paid—no salesmen's salaries—no jobbers' profits.

Ferris trees go direct from the nursery row to you. You deal direct with me when you buy—the expense of salesmen is entirely eliminated—and I make prices the lowest, quality of stock considered, that they can be made.

I grow the Ferris Trees—remember that. I'm a producer—not a jobber. **My prices are based on the cost of growing trees** and there's nobody can grow trees at lower expense than I can. I can assure you of that.

This catalog is the Ferris salesman—only one there is. It represents me—says exactly what I would say if I could call at your place and talk about Ferris trees and the Ferris way of doing business. It **gives you the facts.** You can read it at your leisure, make your selections and send in your order with the least possible trouble and loss of time.

Ordering trees direct from me through this catalog means a saving of nearly one-half of any bill of stock you buy, as compared to the old-fashioned way of buying from a "Tree Peddler." When you buy of a salesman about one-half your money very frequently goes simply to pay the salesman for selling the stock to you. It isn't represented in the value of the tree you get at all.

Buying from me you are absolutely safe—sure of getting value for your money. You order under the terms of my Guarantee (see next page) and you know you are going to get what you order. I'll ship you Ferris Quality trees and you know what that means. **You can't buy better ones.**

Read this catalog carefully. Read it all—every page. There are bargains you can't afford to overlook on practically every page—genuine Ferris Bargains that save you money on the best stock that is grown. **Look for our Anniversary Offers**—free gifts to you. The one made on the introductory page is not the only one in the catalog by any means.

Ferris Trees at Ferris money-saving low prices and sold under the terms of the Ferris Guarantee **give you maximum value for every penny you invest in them.** If that's what you want when you buy trees, order Ferris stock.



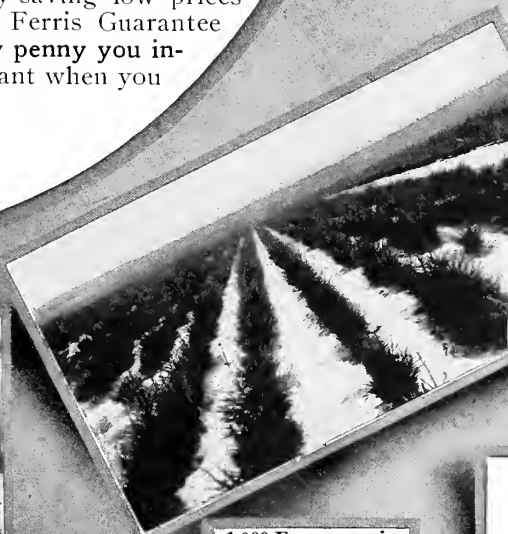
Norway Spruce three times root-pruned and transplanted, the kind that Ferris guarantees to grow.



White Pine three times root pruned and transplanted grown in the Ferris Nursery.



300,000 Ferris Norway Spruce.



1,000 Evergreens in Each Row.

Best Quality

The Broad-Guage Ferris Guarantee and My Terms on Ferris Trees

This Guarantee needs no explaining. It means exactly what it says—is binding on me in every way—covers every point to make buying Ferris Trees absolutely safe.

The Ferris Guarantee

I guarantee to every Ferris customer, stock that is true to name and absolutely as represented. Any Ferris stock proven not to be will be replaced free of charge or the purchase price refunded. I cannot be held liable for any damages other than herein named.

I guarantee that Ferris stock will reach the purchaser alive and in growing condition, and will replace free of charge any that does not upon receiving your express or freight receipt with written statement from the agent, showing loss or damage. This does not apply to Parcels Post packages.

I guarantee satisfaction with every order and will gladly do all in my power to insure satisfaction. Any tree that does not grow the first season, I will replace at a cost of one-half the regular catalog price, regardless of what was the cause. I stand one-half of any possible loss, in other words.

EARL FERRIS.



Terms

My terms to all Ferris customers, old and new, are the same—cash with order. By making this a rule I avoid any collection expenses of any kind, and consequently can sell at a lower price than the nurseries who make time sales.

Make your remittance by Post Office or Express Money Order, Bank Draft or Registered Letter at my risk. Money sent loose in an ordinary letter is at the sender's risk.

I will ship by express or freight, C. O. D., if desired, any order amounting to \$5.00 or more. I cannot do that, however, unless at least one-fourth of the amount—not less than \$2.00 in any case—accompanies the order.

Claims of all sorts should be made at once and must be made within five days after receipt of stock.

Please note that I cannot fill any order amounting to less than \$1.00.

In ordering fruit trees, remember this—

I will ship you five trees of any one variety at the same rate as if you ordered 10 trees. For instance: if I price a certain variety at \$4.00 per 10 trees, I'll ship you 5 of these trees for \$2.00. I'll ship you three different varieties on a ten tree order at the regular 10 tree rate, if you want them.

Or you can get 50 trees at the regular 100 rate if you don't order more than five different varieties, and 400 at the 1,000 rate if not more than eight varieties are wanted.

How I got the Title of "Evergreen Specialist"



I have spent my whole lifetime in learning how to grow just this kind of a tree.

I've told you that my whole lifetime has been devoted to the business of growing trees. It's a fact. I've never been engaged in any other business, or interested in anything else. As child, youth and man I have studied trees and their habits, and the best methods of producing them.

I had the benefit of excellent teaching. My father was always willing to show and tell me all about his methods in the nursery. His knowledge of trees was the practical knowledge gained by long experience and I profited greatly by it. I knew the methods then employed to produce strong and vigorous trees long before I learned the scientific reasons for them.

Somehow I was always more interested in Evergreens than in any other trees. Perhaps it was because they are in a class by themselves and require special methods. I determined that I would give them particular attention—specialize on them and see if I could not improve methods of growing them and produce better trees.

I have made Evergreens my specialty for 25 years. I've studied their habits and experimented with them year after

year. I have originated methods of my own for growing them—methods based on scientific principles. It was my ambition to be able to grow Evergreens that would be sure to grow in my customer's Windbreak Rows—that would have the vitality and big fibrous root systems to stand taking up, shipping and resetting.

I have succeeded in doing that. I grow, right here in the Ferris Nursery, the very finest Evergreens that have ever been produced. I produce more of them than any other nursery in the world that I ever heard of—I have ten million growing right now.

The quality and actual value of my Evergreens are responsible for the fact that I'm called, by my customers, "The Evergreen Specialist." I'm proud of that title—glad to be called by it. I'd rather have it than any other that I know. However, I recognize it as a tribute to the quality of Ferris Evergreens, rather than to me personally. My customers have conferred it upon me because they have found that Ferris Evergreens would grow for them where others had failed—in places and under conditions where nobody had ever been able to get Evergreens to grow.

Today, I can ship Ferris Evergreens anywhere with the absolute knowledge that they will grow and grow right for my customers if given any sort of a fair chance at all. I have sold hundreds of thousands of my Evergreens direct to Ferris customers during the past twenty-five years. If a single one of these customers is dissatisfied with the trees he received or the cost of them, I never heard of it. Ferris Evergreens satisfy.

A good Windbreak—such as Ferris Evergreens will make—will pay for itself over and over again on your farm before it reaches half maturity if you live in the Northern or Northwestern sections of this country. It will add from \$500.00 to \$2,000.00 to the actual sales value of your farm. It is recognized now as a farm necessity—a farm improvement that no stockman can afford to be without.

Start a Windbreak Row this season and start it right—with Ferris Trees.

Why Root Pruning and Transplanting Are So Important

The value of an Evergreen, to the man who wants to start a Windbreak, depends upon its root system. It should have a well-developed system of fibrous roots—a considerable number of small roots being absolutely essential to sure and rapid growth. Most failures—90 to 95% of them—are due to setting out trees with insufficient root systems.

There's only one way to develop masses of fibrous roots on an Evergreen. That is root-pruning and transplanting in the nursery row. An Evergreen left to itself will not make fibrous roots—it isn't that sort of a tree. Its natural tendency is to send down one or two big tap roots upon which it will depend entirely for nourishment. Then when it's taken up these tap roots have to be cut, leaving a wound that "bleeds" freely and weakens the tree. There are no small roots to nourish it—or not nearly enough—and the result is that the tree stands a mighty poor chance of growing when set out somewhere.

If an Evergreen is properly root-pruned and transplanted, it will develop plenty of small fibrous roots to nourish it. The tap roots do not have a chance to grow and are replaced by masses of fibrous roots which can be taken out of the ground unharmed. When the tree is set out in a Windbreak Row these fibrous roots are in condition to nourish it—keep it alive and growing.

The Ferris Method of root-pruning and transplanting insures big and vigorous fibrous root systems. Ferris Evergreens, two or three times root-pruned and transplanted, have from 60 to 75% more rootlets than seedlings. Pictures on pages 3, 4, and 5 show the sort of roots Ferris Evergreens have. Look them over.

Handling Evergreens When Received

The important rule about handling evergreens is—Take trees from package as soon as received, mud the roots thoroughly at once, and heel in until ready to plant. Would advise planting at once wherever possible.

An Evergreen will not stand exposure of its roots to wind and sun. The pitch in the roots hardens when it gets warm, and if it once solidifies and dries out there isn't a chance in the world of that tree living. You can revive a fruit tree with roots quite dry by soaking the roots with water and keeping tree in a cool place. It's a waste of time and effort to try that with any Evergreen.

The Cultivation of the Young Windbreak Row

When you set out Evergreens in a Windbreak Row put them well into the ground. Set them at least 4 to 6 inches deeper than they were in the nursery. Pack the dirt very firmly around each tree, but leave about an inch of loose dirt at the top. A tree properly planted cannot be pulled up without spoiling it. Cultivate them well and keep on cultivating them for three years at least. They do most of their growing in May, June, and July, and that is the time to cultivate them if you want best results.

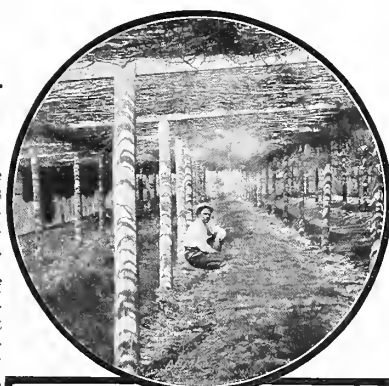
If you live where it gets very cold—in Northern Minnesota or the Dakotas, say—it will be a good plan to mulch your trees early in the Fall. It isn't necessary to remove the mulch in the Spring—leave it lay and cultivate between the rows thoroughly.

Fence your young Windbreak and keep it fenced. No trees can be expected to do well when livestock are tramping over them.

A Good Windbreak Can Be Developed in a Few Years

Some people have the idea that it takes the big end of a lifetime to grow an effective Windbreak. This is wrong.

The experiences of Ferris customers established the fact that my famous evergreens—properly planted and tended, as I direct—will produce Shelter Groves giving ample protection to home and livestock in five and six years. This, of



Seedling Evergreens under shade at my Nursery.

EARL FERRIS NURSERIES & Hampton, Iowa

EVERGREEN SPECIALISTS

course, can be done only by setting out my two or three times root-pruned and transplanted trees—seedlings cannot be expected to make any such growth in that time. **You can have a Windbreak.** Ferris trees will grow for you as they do for others. **Start now**—plant Ferris trees. A good Windbreak is like moving your home 300 miles farther South. It means a saving of fuel and feed that runs into money. It has been said that the average Evergreen Windbreak actually saves its owner from \$2.50 to \$3.00 per season for every head of stock fed in its shelter. Practically all good Windbreaks save double their original cost each season.

Distance Apart to Plant

The distance apart that evergreens should be planted depends very much on the number of rows used. We advise 6 feet apart in a single row, 8 feet apart each way in two rows, 12 feet apart each way in three rows; but the ideal windbreak is a four row windbreak planted 14 feet apart in the row and the rows 20 feet apart. The space between the rows can be used for potatoes, corn or any vegetable.

Norway Spruce

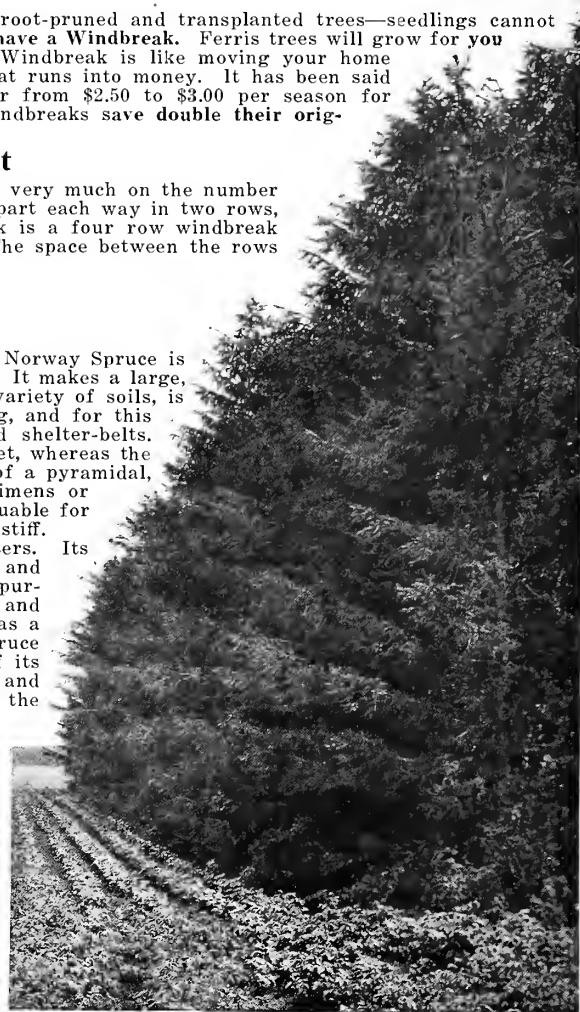
Of all the large list of varieties of this class of conifers, the Norway Spruce is perhaps the most popular, best known and most widely planted. It makes a large, fine looking tree, is the most rapid grower, thrives in a great variety of soils, is hardy everywhere and stands close planting and severe pruning, and for this reason is used more than any other tree for windbreaks and shelter-belts. Hedges 25 years old can be trimmed down to a height of six feet, whereas the natural growth would be about 50 to 60 feet. It is naturally of a pyramidal, symmetrical growth, branching to the ground. As single specimens or grouped on the lawn they are unapproachable, but especially valuable for windbreaks. Foliage dark green (see cut); needles short and stiff.

This evergreen each year receives more attention by planters. Its strong, vigorous nature, coupled with singular beauty in form and foliage, gives a very plain clue to its popularity. For landscape purposes, it is probably the most generally used of all the spruces, and many things may be said for it in this connection. But it is as a means of effectual protection against high winds that the spruce has become most generally known, due to the compact form of its growth. The boughs arrange themselves on the central trunk and do not die out at the bottom as the tree grows. Planted at the proper distance, a few years finds the branches interlacing so thoroughly that the hedge becomes as impenetrable a barrier to the wind as any stone wall could be.

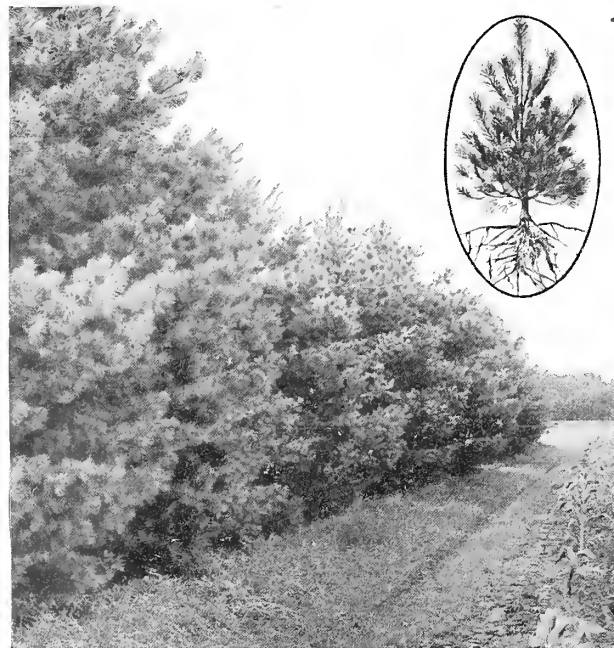
We cannot recommend the Norway Spruce too highly for Iowa, Minnesota, Illinois, and all Eastern States. The windbreak shown on the outside back cover is a Norway Spruce windbreak, only two miles from our nursery. We have the largest stock of Norway Spruce in the United States and can make special prices on carload shipments.

1 to 1½ ft., twice transplanted and twice root-pruned, each, 40c; 10 for \$3.50; 100 for \$25.00; 200 for \$40.00; 300 or more at \$19.00 per hundred.

18 to 24 in., twice transplanted and twice root-pruned, each, 50c; 10 for \$4.00; 100 for \$35.00; 200 for \$60.00; 300 or more at \$25.00 per hundred.



Norway Spruce.



White Pine.



2 to 3 ft., three times transplanted and three times root-pruned, each, 75c; 10 for \$6.00; 100 for \$50.00; 200 for \$90.00; 300 or more at \$40.00 per hundred.

3 to 4 ft., four times transplanted and four times root-pruned, each, \$1.00; 10 for \$8.00; 100 for \$75.00; 200 for \$140.00; 300 or more at \$65.00 per hundred.

Western White Spruce

The White Spruce is a native of North America, and is by far the best spruce there is for planting west of the Missouri River. The time will come at no distant date when the prairies of Nebraska, Montana, and the Dakotas will be well protected with White Spruce windbreaks. At the present time there are many of these windbreaks in these states that are succeeding far beyond expectation. It is a rapid grower, compact and upright and of great longevity. Trees over fifty years old remain well branched at bottom, retain their pyramidal form, and annually make a good upright growth. The Western White Spruce resembles the Norway very closely. We do not consider it as good a tree for Iowa, but much better for Nebraska and the Dakotas.

Price and grade same as Norway Spruce.

White Pine

The White Pine, which grows a little faster than the spruce, is by far the best all around evergreen of the pine family for planting in states east of Missouri River, but we do not recommend or sell White Pine for planting west of the Missouri. It is a native of Minnesota, Wisconsin, and Northeastern Iowa.

On account of its rapid growth and ease in transplanting, the White Pine has become the most popular tree for shelter belts and windbreaks. It grows thick and compact, is thor-

EARL FERRIS NURSERIES • Hampton, Iowa

EVERGREEN SPECIALISTS

oughly hardy, stands extreme heat or cold, and will always be one of the most popular evergreens for windbreak or ornamental planting. Foliage light green, needles long and soft.

Our White Pine, having been from two to four times transplanted and root-pruned, have a heavy root system that makes our trees easy to transplant. You are invited to come to Hampton and see the largest and best stock of White Pine in the United States. We obtained our seed in Northern Minnesota from one of the finest White Pine forests in the world. For this reason we can guarantee our White Pine to be of our own growing, absolutely free from disease—a beautiful lot of specimen trees.

Price and grade same as Norway Spruce.

Scotch Pine

The Scotch Pine is a rapid grower, thrives well on poor soil, is especially adapted for Nebraska, North and South Dakota—in fact, will do well in any of our Western States. It is easily handled, grows a little faster than the White Pine, but will not live as long. It is one of the best all-round evergreens to withstand extreme exposure and rough usage generally. Our experience has been that it will stand more tramping by live stock, when planted in and around feed lots and farm yards, than any of the more ornamental evergreens. As a nursery tree it is very attractive, and under our system of transplanting and root-pruning, develops a splendid root system. We have sold hundreds of windbreaks throughout our territory of this grand hardy tree, that were planted directly in the tough June grass sod and given no more care whatever, and in spite of these unfavorable conditions the trees are today making an extraordinarily good showing where most any other evergreen would not even have made a start. If anyone is compelled to start an evergreen grove in an unfavorable soil or locality, he will do well to choose the Scotch Pine.

Price and Grade same as Norway Spruce.

Austrian Pine

Its strong, massive branches and long needles give it an air of sturdiness, making it a favorite for ornamental planting. The foliage is remarkably beautiful, being richer and darker green than any of the other pines. Our trees are all specimens, suitable for landscape planting, all having been four times transplanted and four times root-pruned. Each tree will be dug with a ball of earth encased in burlap.

4 ft. specimens, \$5.00 each; 5 ft. specimens, \$6.00 each; 6 ft. specimens, \$7.00 each.

Ponderosa Pine (Bull Pine).

The Western Yellow Pine or Ponderosa Pine is the best pine that we grow for planting west of the Missouri River. It is a native of the Black Hills of South Dakota. Because of its long needles and ability to grow in close stand, it makes excellent windbreaks and shelter-belts requiring but little cultivation.

2½ to 3 ft., three times transplanted and three times root-pruned, each, 80c; 10 for \$7.50; 100 for \$50.00.

Specimen Trees, with roots balled and burlapped, 3 feet, each, \$4.00; 4 ft., each, \$5.00; 5 ft., each, \$6.00.



Jack Pine 6 Years after Planting.

Jack Pine

The Jack Pine, which is often called the Yellow Pine, is the most rapid grower of all the evergreens. In fact, it will make a windbreak as quick as a willow. It does well on any and all soils from the rich, black Iowa and Nebraska loam to the scant and barren soil of the Nebraska plains. It is not a beautiful tree when planted alone, but it does make a good, quick, rough windbreak, and is very easy to transplant. Our trees are extremely well rooted, having been grown with plenty of room and transplanted many times. Price and Grade same as Norway Spruce.

Evergreen Bargain

(Parcels Post, Prepaid).

100 Jack Pine evergreens, average 1 foot, running from 10 to 16 inches high, light grade, \$4.50. Can furnish Norway Spruce and White Pine, 6 to 12 inches high, at same price.



No. 1, Pyramidal Arbor-Vitae. No. 2, Mugho Pine. No. 3, Colorado Spruce. No. 4, Colorado Blue Spruce. No. 5, American Arbor-Vitae. No. 6, Concolor Fir.



Colorado Blue Spruce.

- 1 to 2 ft., three times transplanted and three times root-pruned, each, \$1.00; 10 for \$6.00.
2 to 3 ft., three times transplanted and root-pruned, each, \$2.00; 10 for \$19.00.
3 to 4 ft., four times transplanted and root-pruned, each, \$4.00; 10 for \$25.

Colorado Blue Spruce - Shiners

There are trees of every imaginable form and color, but here is the height of nature's ambition to produce the beautiful. Picture if you can a perfectly shaped tree, with a quantity of heavy foliage of a rich, silvery, glistening blue which flashes and sparkles in the sunlight, and you will have only a faint idea of the magnificent beauty of this marvelous tree. The Colorado Blue Spruce glories in its foliage, which is of a steel-blue. It is indeed a triumph in evergreen growing and has created much sensation throughout the United States and Europe because of its beauty. The following are all select Colorado Shiners. I have a fine lot of these trees, and quality considered make my prices very low.

- 1 to 1½ ft., three times transplanted and root-pruned, \$2.00 each; 10 for \$19.00.
1½ to 2 ft., three times transplanted and root-pruned, \$2.50 each; 10 for \$22.00.
2 to 3 ft., three times transplanted and root-pruned, \$3.00 each; 10 for \$28.50.
3 to 4 ft., four times transplanted and four times root-pruned, \$5.00 each; 10 for \$45.00.

Hemlock - Weeping Spruce

A beautiful tree of graceful habit and unequalled for ornamental planting. One of the best for lawn or park planting, but on account of the enormous demand the last few years it has become quite scarce. Attractive at all seasons, especially in spring and summer when the delicate light green, soft, fern-like new growth comes forth.

- 12 to 18 in., three times transplanted and root-pruned, each \$1.00; \$7.00 per 10.
3 to 4 ft., four times transplanted and root-pruned, each, \$5.00; \$45.00 per 10.

Golden Arbor-Vitae

A distinct, compact, hardy Cedar of broad and bushy growth, with long, slender branchlets and golden-yellow foliage.

- 1 foot, twice transplanted and twice root-pruned, each \$1.50; 10 for \$10.00.
2 feet, three times transplanted and three times root-pruned, each, \$2.00; 10 for \$15.00.

Dwarf Mugho Pine

You all know the pretty little Dwarf Pine that forms such a bushy, compact little tree. This Pine is always very popular, because it can be put to such a variety of uses, always does well, and never looks out of place. The Dwarf Pine grows as broad as it does tall, and can be planted anywhere upon the lawn, as it takes up so little space. Foliage dark, with long, stiff needles. You are sure to be pleased with this pretty little tree. We call your attention to the Mugho Pine shown in the group of evergreens on page 9.

1 ft. specimens, three times transplanted and three times root-pruned, very heavy, each, \$1.50; 10 for \$12.00.

15 to 18 in., as broad as they are tall, wonderful specimens for landscape work, each \$2.00; 10 for \$15.00.

Black Hill Spruce

The Black Hill Spruce is a form of the White Spruce, a native of the Black Hill country of South Dakota. It resembles its parent, the White Spruce, very much, but is a much slower grower and a little more compact. Under favorable conditions it rivals the Blue Spruce in color.

1 to 1½ ft., twice transplanted and twice root-pruned, each, 60c; 10 for \$5.00; 100 for \$40.00.

1½ to 2 ft., three times transplanted and three times root-pruned, each, 75c; 10 for \$6.00; 100 for \$50.00.

Colorado Spruce

Some of our most beautiful Colorado Spruce are too dark in color to be called Shiners. These trees are perfect specimens, but a little more green in color than the Colorado Blue. They are perfect in shape, being of pyramidal habit and compact growth; one of the best trees for landscape work.



Golden Arbor-Vitae.

Pyramidal Arbor-Vitae

This beautiful tree grows close and compact, and the foliage is of a bright green at all seasons. It is one of the very best ornamental trees we have, as it combines all the good points of the Arbor-Vitae, and has many features distinctly its own. It requires no shearing or trimming, developing naturally to a perfect pyramidal form. For lawn or cemetery planting it is one of the most popular.

1½ to 2 ft., three times transplanted and root-pruned, specimen trees, each, \$1.25; 10 for \$10.00.

2 to 3 ft., three times transplanted and root-pruned, each, \$2.00; 10 for \$15.00.

3 to 3½ ft., four times transplanted and root-pruned, each, \$3.00.

Globosa Arbor-Vitae

A new variety that is very handsome. In shape it is absolutely round or globular, very dense in growth, and does not require shearing. It does not grow over 4 or 5 feet tall; foliage is deep, dark green, it's little branches being of unusual delicacy. Be sure to order one or more of these beautiful and attractive species and I will guarantee that it will please you. This is one of the most rare of the Dwarf evergreens. My trees are all well-rooted, transplanted and root-pruned.

1 to 1½ ft., \$1.25 each; 20 to 26 in., \$2.00 each.

Tom Thumb Arbor-Vitae

The Tom Thumb Arbor-Vitae is one of the most beautiful of the Dwarf Evergreens. Its foliage resembles both the American Arbor-Vitae and the Red Cedar. The tree grows low and dense, never higher than three or four feet. This beautiful little tree should be in every collection, is very desirable for border planting, and makes an ideal decoration for porches, terraces, walks, driveways, or entrances. It is very hardy and will thrive in any kind of soil.

12 to 18 in., twice transplanted and root-pruned, each, \$2.00; 10 for \$15.00.



Globosa Arbor-Vitae.

Concolor Fir

The Concolor comes from the Rocky Mountains and some consider that it excels the Colorado Blue Spruce in ornamental value. Its foliage is very striking, varying in color from light green to deep blue, and is long, soft, and graceful. Being a comparatively rapid grower, it soon matures into a tall, broad specimen of magnificent beauty. It is by far the most successful of the Firs. Perfectly hardy even in the most exposed situations, reaching at maturity a height of from 60 to 80 feet. They never lose their lower branches, and grow more compact and shapely each season.

12 to 18 in., twice transplanted and root-pruned, each, \$1.50; 10 for \$10.00.

2 to 3 ft., three times transplanted and root-pruned, each, \$2.25; 10 for \$15.00.

3 to 4 ft., four times transplanted and root-pruned, each, \$3.00; 10 for \$20.00.

Balsam Fir

The Balsam Fir is a tall, pyramidal, straight growing tree, foliage of dark glossy green, needles short and stiff, and it is one of the best known hardy evergreens of the Northwest. It is one of the handsomest evergreens for specimen planting, and where only a few evergreens are to be used in a front yard there is no better tree than the beautiful, cone-shaped Balsam Fir.

2½ ft., three times transplanted and root-pruned, each, 75c; 10 for \$6.00.

3 to 3½ feet, three times transplanted and root-pruned, each, \$1.00; 10 for \$7.00.

4 to 5 feet, four times transplanted and root-pruned, beautiful specimen trees, each, \$2.00; 10 for \$15.00.

Douglas Fir

The Douglas Fir comes from the Rocky Mountains—one of the most beautiful evergreens there is for ornamental planting. It is a strong, upright grower, with soft green foliage and long, drooping branches. It can be planted successfully in any part of the United States, and reaches a height of 50 or 60 feet.

12 to 18 in., three times transplanted and root-pruned, each, 50c; 10 for \$4.00; 100 for \$25.00.

18 to 24 in., three times transplanted and root-pruned, each, 75c; 10 for \$5.00; 100 for \$40.00.



Concolor Fir.



Retinispora Plumosa Aurea.

Retinispora Plumosa (The Fern Evergreen)

An exceedingly handsome small evergreen from Japan, with a feathery, light green foliage, more beautiful than any fern. It is truly a sensational triumph in horticulture. A genuine treat in store for anyone who plants this little beauty.

Twice transplanted and twice root-pruned trees, 10 to 15 in., \$1.50 each.

2 to 3 ft., twice transplanted and root-pruned, \$2.00 each.

Retinispora Plumosa Aurea

Like the preceding, a plant of great beauty; foliage soft, plume-like, of a golden-yellow color; close and compact habit; should be in every amateur collection.

10 to 15 in., extra good tops and roots, \$1.60 each.

2 to 3 ft., twice transplanted and twice root-pruned, \$2.25 each.

Trailing Juniper (Savin Juniper)

Absolutely hardy everywhere. It is one of the best Junipers there is for general planting. It trails upon the ground, and its delicate, feathery-like branches often cover a space of ground 10 to 12 feet in diameter. It is very attractive when planted in borders before taller evergreens. Be sure to add this to your collection. All of our trees have been three or four times transplanted.

Specimen trees, with 2 to 2½ ft. branches, very heavy and extra well rooted, each, \$2.00; 10 for \$15.00.

Swedish Juniper

This magnificent tree is the best of all the Junipers, being very hardy and growing well in any locality. It resembles the Irish Juniper, but is a much better tree. From the standpoint of beauty, form and hardiness, it is pre-eminently the leader among Junipers.

pers. Slender, but tall, with numerous closely pressed, upright branches. Gives striking effects when used as a decorative tree. My stock is extra well rooted with good tops of uniform shape and color.

12 in., once transplanted, light grade, each, \$1.00; 10 for \$7.50.

1½ to 2 ft., three times transplanted and three times root-pruned, very heavy, each, \$2.00; 10 for \$15.00.

2 to 2½ ft., four times transplanted and four times root-pruned, beautiful specimens, each, \$3.00; 10 for \$25.00.

Arbor-Vitae - White Cedar

Without doubt the best tree for hedge purposes that grows, as it bears shearing better than any other variety. Compact in appearance, dark green in color, with beautiful fern-like branches. It does well in any locality; one of the hardiest. The Arbor-Vitae is a flat-leaved evergreen, so commonly used for hedges. It can be sheared down to 2 ft., and a hedge properly cared for will last for fifty years. It is also very desirable for the inside row to an evergreen windbreak, as it never loses its lower branches. For hedges plant 18 inches apart.

12 in., once transplanted and once root-pruned, each, 35c; 10 for \$3.00; 100 for \$25.00.

1½ to 2 ft., three times transplanted and three times root-pruned, very heavy and extra well rooted, will make a good hedge as soon as planted, each, 50c; 10 for \$4.00; 100 for \$35.00.

Small Fruit Collection

Agents' price for this Collection, \$10.00.

Our Special Anniversary Price, as advertised, only \$3.25, Parcels Post prepaid.

100 Senator Dunlap Strawberries.

25 Famous King Red Raspberries.

12 Mammoth Stone's Hardy Blackberries.

2 Worden Grape Vines, 2 years old.

And, if ordered at once, one Crimson Rambler rose bush free as per our Anniversary Offer.

Hardy Shrub Collection

Worth \$5.00. Our Special Anniversary Offer, Parcels Post prepaid, for \$1.65.

1 Hydrangea Paniculata Grandiflora.

1 Syringa.

1 Snowball.

1 White Tartarian Honeysuckle.

1 Pink Tartarian Honeysuckle.

All good strong, field-grown plants, well rooted.



Trailing Juniper.

Raspberries

The Raspberry is one of the most delicious and popular fruits grown. They are always in demand in season, and command good prices on the market. For canning they are unexcelled. They are easily cultivated and require little care.

The great improvement in the hardy varieties makes the growing of this fine fruit comparatively easy; any good soil will do, but a light, loamy one is preferable. Plant in rows five or six feet apart, leaving one foot between the plants; remove the old canes as soon as the fruit is gone, and do not allow more than three or four new ones to each hill; pinch the young canes when three or four feet high, and continue pinching in the laterals when a few inches long. Treated in this way they will need no stakes, but will support themselves.

Trim out the dead or old fruiting wood each year after the last picking and burn it up. Trim back the ends of the canes about one-third early in the spring of each year. If liable to winter-kill bend the canes over to almost horizontal position and partly cover with earth, removing same in early spring.



Columbian

The Great Purple Raspberry.

Columbian Raspberry.

This new purple raspberry is by far the best flavored raspberry we grow. They are propagated from tips, have no suckers, and are very hardy. Fruit large, often an inch in diameter, dark reddish purple, with small seeds and rich, juicy pulp of a most desirable flavor making it a most delicious table berry. Just the thing for your war garden as it is the greatest of all raspberries for canning, pies, and is also a good shipper. Succeeds wherever the red sorts do well. The vines are of remarkable vigor and productiveness; the berries adhere firmly to the stem and will dry on the bush if not picked.

25 for \$1.50; 100 for \$5.00.



Cumberland Raspberries.

Black Raspberries

CUMBERLAND—The largest raspberry known; fruit frequently seven-eighths to fifteen-sixteenths of an inch in diameter. Its immense size, firmness, and great productiveness entitles it to first consideration; unusually strong grower, throwing up stout, stocky canes; perfectly hardy. Is by far the most profitable raspberry grown for both home and market use. 25 for \$1.00; \$1.50 per 50.

GREGG—This is a large, late, blue-black berry. Produces heavy growing canes that branch out sparingly; hardy; produces firm, black berries. Late ripening and good quality make it a favorite. 25 for \$1.00; \$3.00 per hundred.

KANSAS—A seedling originated at Lawrence, Kansas. Berries very large, jet black, and of the very best quality. It stands the trying climate of Iowa. 25 for \$1.00; \$3.00 per hundred.

OLDER—Originated in Iowa and has stood all our severest winters well. Coal black, as large as Gregg and five days earlier. 25 for \$1.00; \$3.00 per hundred.

Red Raspberries

CARDINAL—Originated in Kansas; heavy grower, hardy; berries firm and of excellent quality; very productive. 25 for \$1.00; \$3.00 per hundred.

CUTHBERT—Canes tall, vigorous and very productive; berries large, conical, rich crimson color, best quality, good shipper. The canes are very thrifty growers, upright in shape, light yellow in color and generally quite hardy. It does exceedingly well when well cultivated. 25 for \$1.00; \$3.00 per hundred.

LOUDON—The superior points of this excellent red raspberry are vigor of growth, large fruit, beautiful, rich, dark crimson color; good quality and marvelous productiveness and hardiness. Stands shipping better than most. 25 for \$1.00; \$3.00 per hundred.

St. Regis Everbearing

Raspberries for four months, and raspberries the first season. The St. Regis Raspberry is of iron-clad hardihood. The canes stand severest cold uninjured. Its foliage never suffers by sunburn or scald. The cane growth is not impaired by the heat or drouth of summer. It is the earliest of all red raspberries. It is wonderfully prolific, the first main crop being far greater than that of any other red variety known. Berries are bright crimson, of surpassing quality. Texture is firm; can be kept in good condition longer after being gathered than any other red raspberry. A favorite as a shipper. 25 for \$1.00; 100 for \$3.50.

VERY FEW BUY ENOUGH THE FIRST TIME.

Adel, Iowa, Feb. 15, 1918.

Dear Sirs:—Please send your catalog and prices on windbreak evergreens. We have a small windbreak set out of your trees and they are doing so well that I am thinking of adding a little more to it this spring.

FRED ANDERSON.

Blackberries

The growing of this very delicious and healthful fruit is attended with so little trouble and expense that every garden, however small, should have at least fifty plants. For cooking purposes they are unsurpassed, and will yield a dark wine of excellent quality. They require well drained land and do best when confined to narrow continuous rows and are well mulched under the bushes. If the rows of canes spread in spite of your vigilance, the next best thing is to take a scythe or pruning hook and cut off the surplus canes close to the earth, leaving only a narrow row. Blackberries require cultivation in order to be hardy, and annual fertilization in order to be fruitful. Commercial fertilizers rich in phosphoric acid and potash, rather than nitrogen, are best to use, much safer than barn manures.

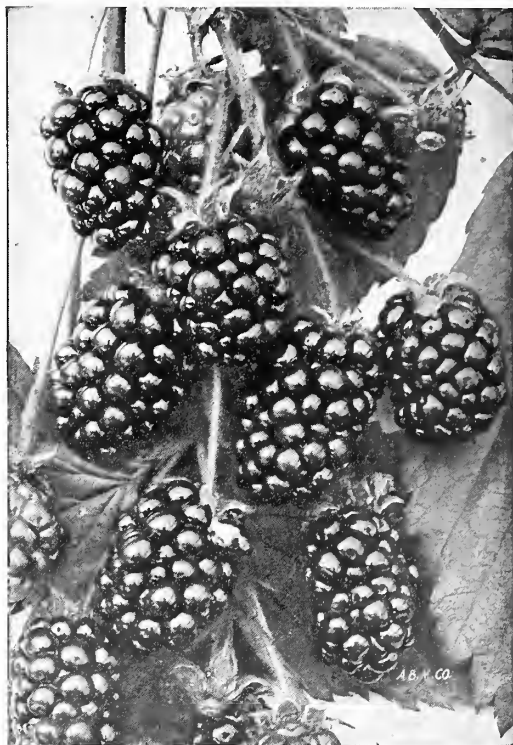
Any moderately rich soil will answer for their cultivation, but to avoid a too strong growth and straggling habit, the ends of the shoots must be occasionally pinched in during the growing season, thereby encouraging the plants to form dwarf bushes, making it easier to work among them, and at the same time causing the plants to produce a larger crop and finer berries. An annual dressing with manure will produce an excellent effect on the succeeding crop of fruit.

EARLY HARVEST—This is one of the earliest Blackberries, but needs winter protection. Fruit medium size, quality good, and prolific bearer. 80c per 12; \$1.50 per 25; \$5.00 per hundred.

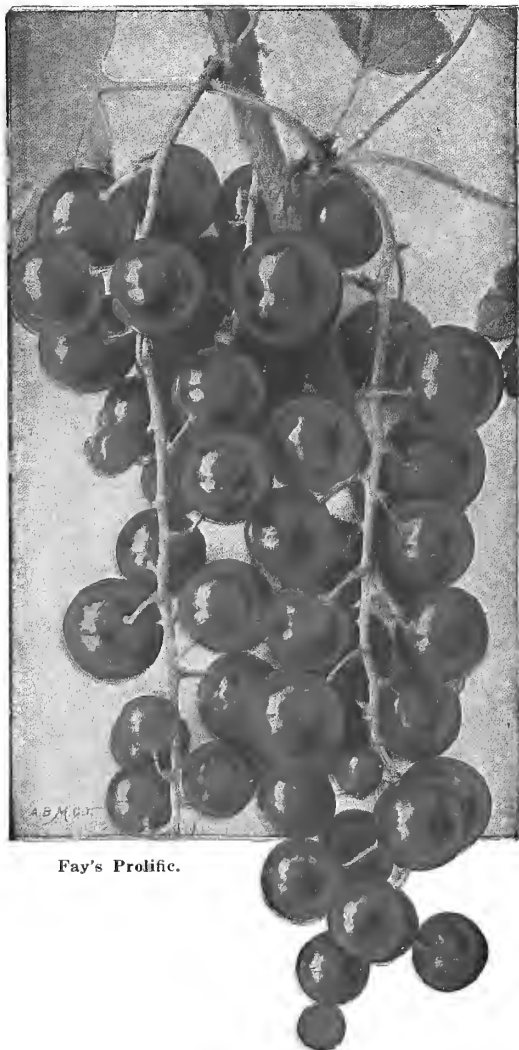
RATHBUN—This new Blackberry has been tested over a wide area and is said to surpass any blackberry on the market. Berries large, jet black and of very fine quality. Ripens early. \$2.50 per 25; \$7.00 per hundred.

SNYDER—The standard early Blackberry for the north country. The canes are healthy, hardy and very productive. It is an upright grower, stiff and abundantly able to hold up the enormous crop of fruit. The berries are medium to large in size, round in shape, very firm and of good quality when well ripened. The canes are reddish in color and extremely hardy. The Snyder is to blackberries what the Cuthbert and Plum Farmer are to raspberries and the Dunlap to strawberries, the most universally grown. \$1.50 per 25; \$5.00 per hundred.

STONE'S HARDY—Claimed to be even harder than Snyder. A vigorous grower; berries glossy black and of good flavor. About eight days later than Snyder. \$1.75 per 25; \$8.00 per hundred.



Snyder Blackberries.



Fay's Prolific.

Currants

CHERRY—The largest of all red currants; berries sometimes one-half inch in diameter; bunches short; plant very vigorous and productive when grown on good soil and well cultivated. \$8.00 per 12; \$1.30 per 25; \$4.00 per hundred.

FAY'S PROLIFIC—For size, beauty, and productiveness, the most remarkable red currant ever grown. The berry is fully equal to the Cherry currant while the flavor is much superior. The cluster is double the length on an average, and the fruit hangs on well, never dropping. \$1.30 per 12; \$8.00 per hundred.

WHITE GRAPE—Very large, yellowish white, sweet or very mild sub-acid; excellent for table. The most productive of the white sorts. \$1.80 per 12; \$10.00 per hundred.

Gooseberries

DOWNING—Fruit very large, flesh whitish green, soft, juicy and good; plant vigorous and prolific, one of the best. A favorite for family use, and is also a good market berry. \$2.00 per 12; \$12.00 per hundred.

HOUGHTON—The old well known sort; pale red, sweet and good. It is rather small, but a productive, healthy and very reliable gooseberry. \$1.50 per 12; \$10.00 per hundred.

Asparagus

CONOVER'S COLOSSAL—This variety is much superior in size and quality to any of the old common sorts, being remarkably tender and fine-flavored. The large green shoots, one to two inches in diameter, are sent up thickly from the crowns, making it a very profitable variety. \$2.00 per 100; \$8.00 per 1,000.

PALMETTO—Until recently we believed that Conover's Colossal was the best sort known, but we are now forced to concede that the Palmetto is earlier and a better yielder and more even and regular in its growth, and that it will eventually supersede the old favorite. It has been tested both north and south, and has proven entirely successful in every instance. \$2.00 per 100; \$8.00 per 1,000.

Rhubarb

LINNAEUS—Early, very tender, and has a mild sub-acid flavor, not "stringy" or tough. The plant is large, and for pies or other culinary purposes it is the housewife's favorite. 20c each; \$1.50 per 12.

Horseradish

In planting Horseradish fit the soil the same as for strawberries, and plant the cuttings point downwards, with the top of the cutting about one inch below the surface of the soil. Cultivate the same as any garden crop. In about two weeks the leaves will show above the surface. 20c each; \$1.50 per 12.

Grapes

The Grape is the most healthful of all fruits and most highly esteemed for its many uses. It can be grown by anyone who has a garden or yard and a little time to give to it. The vines can be trained up the side of a building or a garden fence or over an arbor, but the more profitable way is to grow them on a wire trellis.

Soil—Good grapes are grown on any that is well-drained, and there should be a free exposure to the sun and air. Hillsides unsuitable for other crops are good places for grapes. In cold climates and exposed situations plant deeper than in warm ones, to avoid injury by severe freezing. For the same reason plant deeper in a loose soil than in a compact one. If the soil is clayey or wet, plant some seven or ten inches deep, and in the fall plow up to them, leaving a dead furrow between the rows to carry off the water. If ground is dry and gravelly or sandy, plant not less than twelve to fifteen inches deep.

Pruning—Annual and careful pruning is essential to the production of good grapes. If the roots are called upon to support too much wood, they cannot bring to maturity a fine crop of fruit. By proper pruning you concentrate the vigor of a vine into a smaller number of canes and clusters, which it can perfect. The pruning should be done from November to March, while the vines are entirely dormant and before the sap starts.

Black Grapes

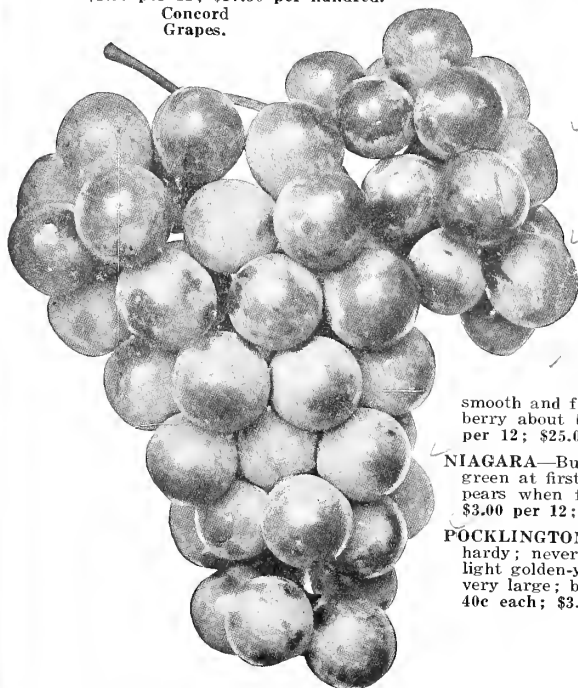
✓ **CAMPBELL'S EARLY**—A new, large, early black grape. Strong vigorous, hardy vines with thick, healthy leaves; clusters very large, usually compact. Berries large and nearly round, rich, sweet flavored, very good; skin thin; seeds few and small, parting easily from the pulp; a good shipper. Ripen very early, but remain sound on the vines for many weeks. This makes it one of the most satisfactory and profitable market sorts to grow. 35c each; \$2.75 per 12; \$25.00 per hundred.

✓ **CONCORD**—One of the most popular and reliable varieties we possess; bunch large, compact; berry large, round, almost black, with blue bloom; juicy and very sweet. 25c each; \$2.00 per 12; \$15.00 per hundred.

✓ **MOORE'S EARLY**—A large grape of good quality, ripening about two weeks earlier than Concord; good grower; makes a moderate yield; very valuable as an early grape. 35c each; \$3.00 per 12; \$20.00 per hundred.

✓ **WORDEN**—Seedling of the Concord, which it greatly resembles in appearance, but the berries are larger, and the flavor generally considered better. The fruit ripens several days earlier. 25c each; \$2.50 per 12; \$17.50 per hundred.

Concord
Grapes.



Red Grapes

✓ **AGAWAM**—Bunch large; berry large and round; reddish brown in color; tender, juicy and of excellent flavor. Very vigorous and productive. Vine hardy and one of the best of its class. 40c each; \$3.00 per 12; \$25.00 per hundred.

✓ **BRIGHTON**—Bunch large; berries medium size, round, dark red, tender, very little pulp, sweet, juicy, slightly aromatic. Ripens early. 40c each; \$3.00 per 12; \$25.00 per hundred.

Agawam Grapes



White Grapes

✓ **MOORE'S DIAMOND**—A vigorous grower, with dark, healthy foliage; entirely free from mildew. A prolific bearer; bunches large, handsome and compact; color delicate greenish-white, with rich yellow tinge when fully ripe. Skin smooth and free from specks; pulp tender, juicy and nearly transparent, with very few seeds; berry about the size of Concord. Ripens about two weeks before Concord. 40c each; \$3.00 per 12; \$25.00 per hundred.

✓ **NIAGARA**—Bunch medium size, compact; fruit of a uniform size; skin thin but tough; pale green at first, changing to a pale yellow when fully ripe; it has a musky odor which disappears when fully ripe; vine vigorous, healthy, productive; ripens with Concord. 40c each; \$3.00 per 12; \$25.00 per hundred.

✓ **POCKLINGTON**—Seedling of the Concord. This variety is a strong grower and thoroughly hardy; never mildews in vine or foliage. This is called a white grape, but the fruit is a light golden-yellow color, clear, juicy and sweet to the center, with little or no pulp; bunches very large; berries round, very large and thickly set; quality fine. Ripens with the Concord. 40c each; \$3.00 per 12; \$25.00 per hundred.

Ferris Improved Pro

A WONDERFUL

Strawberries will succeed in any soil that is adapted to ordinary farm or garden crops. Soil should be thoroughly plowed or spaded at a good depth, well drained and enriched. Dunlap plants should be set in rows 3 feet apart and 15 in. apart in the row. Improved Progressive plants should be planted in rows 3 ft. apart and 10 in. apart in the row.

To produce fine large fruit, keep in hills, pinch runners off as soon as they appear. Ground must be kept clean and well cultivated. As soon as the ground is frozen to the depth of one inch, cover with clean straw, leaves or wild hay, but be very careful not to cover with tame hay as it would seed the ground and spoil your bed. Remove cover and place between the rows as soon as it quits freezing in the spring. Fertilize heavy with any well rotted manure or artificial fertilizer.

Improved Progressive (Fifty, 100 or 200 by Parcel Post Prepaid.)

Fifty for \$1.25; 100 for \$2.00; 200 for \$3.75; 500 for \$8.00; 1,000 for \$15.00

The ordinary strawberry plant that is known to everybody is a once-a-year fruiter. It bears at only one time during the year and its bearing time is a short one.

Owing to the deliciousness and great popularity of the strawberry as a table fruit, nurserymen and botanists have been trying for many years to propagate a strawberry that would have more than one fruiting time each year, and would bear continuously over an extended period. The first successful Everbearing

—the one from which all varieties now sold were developed—was originated by a farmer in Grundy County, Iowa, a few miles from my nursery. From these plants—the first true Everbearing—all Everbearing Strawberry plants are descended. They were the parent plants, and their discovery was of great importance to the berry raiser, and too much credit cannot be given to Mr. Rockhill, the originator.

It was from his original Progressive that I have developed my Progressive Improved. By careful breeding and selecting I have an Everbearer much better than the original. Two years ago I exhibited berries at the Marshall County Fair by the side of berries exhibited

by the originator, and my berries were full

Dear Sir:—Would like to in strawberry plants of you this fall if it should happen to turn wet. I Also let me know if the prices

Wish that you could see my April. I took special care of them until about the first of July, and have been picking berries since. I wrote you when ordering the planting crop from this half-lot. The spells, but I am sure that it paid average spring crop of Dunlap.

Another thing—why could you orders for your plants? I have plants and I believe with a little for you on the strength of my previous experience. Respectfully



Progressive Strawberry

NEW EVERBEARER

Carroll, Iowa, Aug. 15, 1918.

I could purchase a few hundred
y within the next 2 or 3 weeks if
your Improved Everbearing plants,
same as last spring.
the plants that I got of you last
ping the runners and blossoms off
zing, mulching and watering them.
er part of July and I believe, as I
t I am going to get a record-break-
ire lots of water during these dry
e berries are fully as large as the
ake arrangements for me to take
inquiries as to where I got those
at I could place quite a few orders

ours, JOS. J. WOLFE.

twice as large as the Original Progressive. Progressive Improved plants have all the good qualities of the best standard, once-a-year fruiter as regards size, color, and deliciousness of the fruit. Combined with these qualities they have the long bearing season which entitles them to the name of true Everbearers.

Progressive Improved Everbearers Fruit from July until Frost

My Everbearers begin to bear in July or early August the first year after planting, and will bear continuously until frost nips the blossoms. They yield very generously—the writer personally picked 136 berries from a single plant on Oct. 20th last. I did not count the blossoms. I also picked, on the same day, four quarts of fine, large, ripe berries from 150 plants.

No Everbearing Strawberry surpasses the Progressive Improved in yield of berries, and very few, if any, equal it. The sturdy plants are enormously productive under average conditions and the berries have a high market value, both because of actual quality and because of market conditions.

I AM GOING TO GUARANTEE YOUR SUCCESS WITH THIS GREAT STRAWBERRY.

I will cheerfully refund the purchase price of every Everbearing Strawberry plant you buy of me, at any time within one year from date of purchase, if the plants I ship you do not bear quantities of fine, large, delicious berries during the Summer and Fall months. This guarantee is given, of course, with the understanding that you will follow the few simple directions I give you as to the care of the plants.

I wish every prospective Ferris customer could visit the Nursery during the months of August, September and October and see the great beds of Everbearers loaded with splendid fruit. An hour spent in my Nursery would be all the proof anyone could ask for on my great strawberry.

I MAKE THIS OFFER TO ANYBODY WHO IS INTERESTED—

To anybody who doubts the tastefulness, the yield or the Everbearing qualities of my famous strawberry, I will pay every penny of the expense of a visit to my nursery in August, September or October, if I cannot show great beds of Everbearers in full bearing and loaded with luscious fruit.

My Strawberry is not an experiment. It is a sure bearer every year and a berry that any raiser needs. Whether you grow berries for your own use only or for the market, Progressive Improved offers you a big opportunity. It has all the qualities that you could want in a strawberry.



Ferris Improved Progressive Strawberry

A WONDERFUL NEW EVERBEARER

Strawberries will succeed in any soil that is adapted to ordinary farm or garden crops. Soil should be thoroughly plowed or spaded at a good depth, well drained and enriched. Dunlap plants should be set in rows 3 feet apart and 15 in. apart in the row. Improved Progressive plants should be planted in rows 3 ft. apart and 10 in. apart in the row.

To produce fine large fruit, keep in hills, pinch runners off as soon as they appear. Ground must be kept clean and well cultivated. As soon as the ground is frozen to the depth of one inch, cover with clean straw, leaves or wild hay, but be very careful not to cover with tame hay as it would seed the ground and spoil your bed. Remove cover and place between the rows as soon as it quits freezing in the spring. Fertilize heavy with any well rotted manure or artificial fertilizer.

Improved Progressive (Fifty, 100 or 200 by Parcel Post Prepaid.)

Fifty for \$1.25; 100 for \$2.00; 200 for \$3.75; 500 for \$8.00; 1,000 for \$15.00

The ordinary strawberry plant that is known to everybody is a once-a-year fruiter. It bears at only one time during the year and its bearing time is a short one.

Owing to the deliciousness and great popularity of the strawberry as a table fruit, nurserymen and botanists have been trying for many years to propagate a strawberry that would have more than one fruiting time each year, or would bear continuously over an extended period. The first successful Everbearer—the one from which all varieties now sold were developed—was originated by a farmer in Grundy County, Iowa, a few miles from my nursery. From these plants—the first true Everbearing—all Everbearing Strawberries are descended. They were the parent plants, and their discovery was of great importance to the berry raiser, and too much credit cannot be given to Mr. Rockhill, the originator. It was from his original Progressive that I have developed my Progressive Improved. By careful breeding and selecting I have an Everbearer much better than the original. Two years ago I exhibited berries at the Marshall County Fair by the side of berries exhibited by the originator, and my berries were fully

Dear Sir: Would like to inquire if I could purchase a few hundred strawberry plants of you this fall, or any within the next 2 or 3 weeks if it should happen to turn wet. I refer to your Improved Everbearing plants. Also let me know if the prices are the same as last spring. Wish that you could see my bed of the plants that I got of you last April. I took great care of them, keeping the runner and blossoms off until about the first of July, and fertilizing, mulching and watering them. Have been picking berries since the latter part of July and I believe, as I wrote you when ordering the plants, that I am going to get a record-breaking crop from this half-acre. They require lots of water during these dry spells, but I am sure that it pays, as the berries are fully as large as the average spring crop of Dunlaps. Another thing—why could we not make arrangements for me to take orders for your plants? I have many inquiries as to where I got those plants and I believe with a little work that I could place quite a few orders for you on the strength of my patch. Respectfully yours, J. J. WOLFE

twice as large as the Original Progressive. Progressive Improved plants have all the good qualities of the best standard, once-a-year fruiters as regards size, color, and deliciousness of the fruit. Combined with these qualities they have the long bearing season which entitles them to the name of true Everbearers.

Progressive Improved Everbearers Fruit from July until Frost

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EARL FERRIS NURSERIES & Hampton, Iowa

EVERGREEN SPECIALISTS



Dunlap
Strawberries.

Dunlap Strawberries

(50 or 100 by Parcel Post Prepaid).
75c per 50; \$1.00 per hundred; \$4.50
per 500; \$8.00 per thousand.

The Dunlap is by far the best of the Spring varieties, and our plants are pedigreed plants, all from breeding beds, and we can guarantee that these plants will produce much larger and better berries than if taken from bearing beds. You will find our price a little higher than some; but remember that it costs more to produce pedigreed plants than it does just ordinary strawberries.

We guarantee our Dunlaps to give absolute satisfaction if properly cared for. They are very productive, fruit large and uniform in size. See cut for color and shape. It is one of the most desirable berries for canning as the fruit is red clear through, having a much brighter and better color than ordinary strawberries. At the present high price of fruit the planter should be very careful to purchase high quality plants, as many seedsmen and truck gardeners are selling inferior plants at low prices from bearing beds that will never give satisfactory returns.

Plums

Iowa, the natural home of the plum, has furnished us with many choice varieties of nature's own planting along our creeks and rivers. The best of

these obtained by careful selection and propagation, are today the most desirable varieties for planters of the prairie states. They are perfectly hardy, able to stand any northern climate, and it is from these that we must expect our profitable crops of this fine fruit.

The plum delights in a cool, not too dry, situation, and attains its greatest perfection on a rather heavy soil. It is more desirable to plant plums in clusters rather than in

rows. Many of the best sorts are not self-fertile, and although blooming abundantly, they must have the company of other varieties to enable them to mature fruit. Therefore, be sure to plant several varieties together.

	Each	10	100
4 to 6 feet.....	\$0.50	\$4.50	\$35.00

Native Plums

DE SOTO—Fine for eating or canning. Tree a moderate grower; bears young and profusely; hardy throughout the North. Is best planted on moist, rich ground and the fruit thinned. Use this variety for fertilizing. Season medium.

HAMMER—Large, oblong, light red, of fine quality, profusely fruitful; fine for canning or market. Season late.

WILD GOOSE—A very popular fruit. Tree vigorous, upright grower; fruit medium to large; rich golden-yellow, shaded with red; flesh yellow and juicy; flavor rich and good. Early.

WOLF—Fruit large, a perfect freestone. Quality fine; superb for cooking and for serving fresh with sugar. Tree a good grower and hardy. Season medium.

WYANT—Large, conical shaped plum, dark red color; thick skin; peels readily; flesh firm; freestone and of excellent quality. Native of Iowa and hardy. Season medium.

European Plums

GERMAN PRUNE—Very large, long, oval; purple with a thick blue bloom; flesh green, firm, sweet and pleasant; separates freely from the stone. Tree vigorous, bears enormous crops, which hang late. Season late.

SHROPSHIRE (Damson)—A plum of fine quality. Skin a dark purple; flesh a bright yellow; size medium; juicy. Very productive and a valuable market variety. Freestone. Season late.

Japan Plums

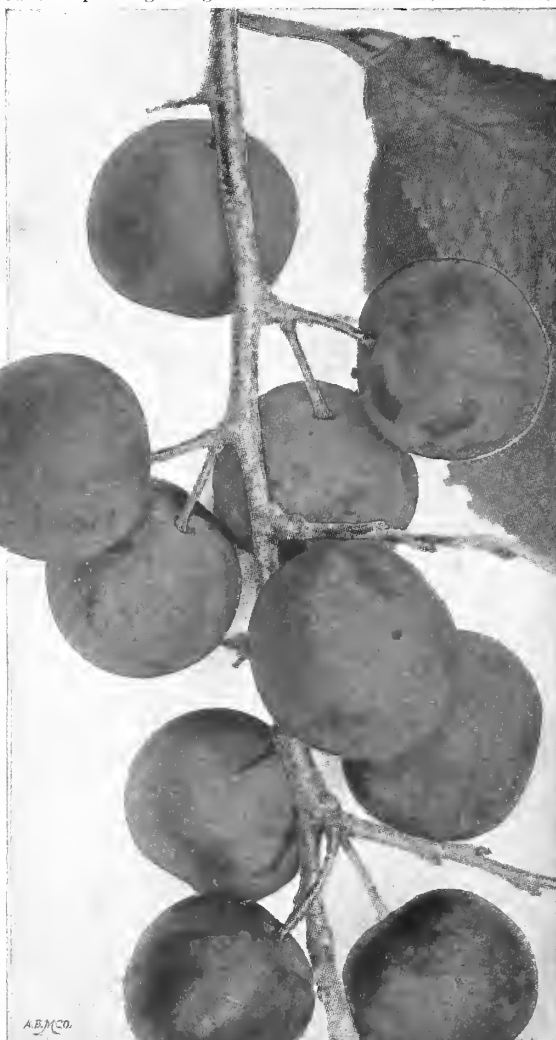
ABUNDANCE—Large, round, freestone plum. A rich cherry color; flesh light yellow, juicy, tender and sweet, of excellent flavor. Vigorous and very productive. Season medium.

BURBANK—Large nearly globular plum; clear cherry-red with thin lilac bloom; flesh deep, rich yellow, very sweet with a peculiar and agreeable flavor. Vigorous and an early bearer. Season medium.

Compass Cherry Plum

This is a cross between the Minor Plum and the Sand Cherry. It is perfectly hardy; an early and abundant bearer, trees bearing in nursery rows before being sent out. Fruit dark red, good flavor both for eating and canning. Well worthy of a place either as an ornament or in the orchard. This variety has proven such a success that it is seldom we have stock enough, and orders should be placed early. Last season we had Compass Cherry only two years old loaded with fruit. Will bear the next season after planting.

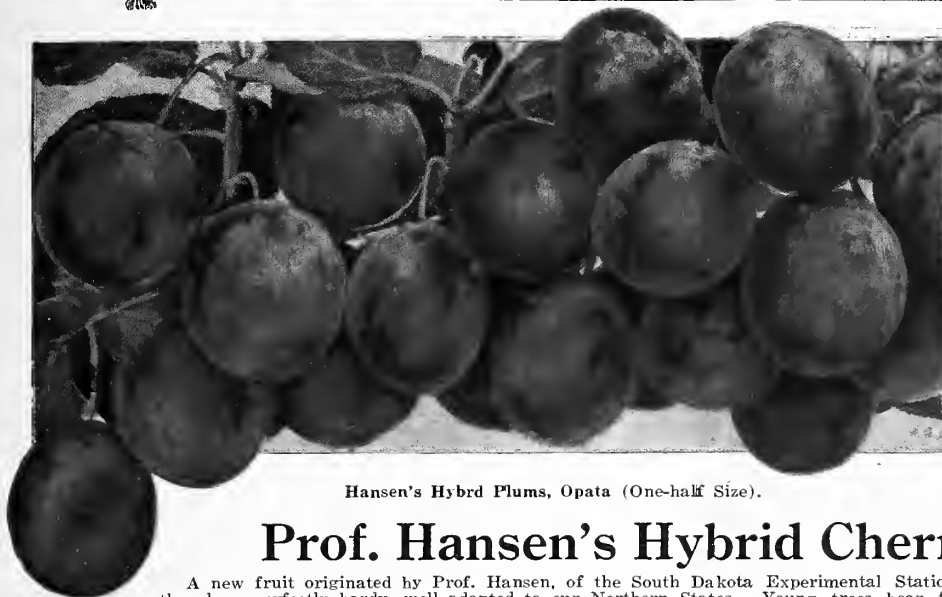
	Each	10	100
Select two and three year trees.....	\$0.50	\$4.00	\$35.00



Compass Cherry Plum.

EARL FERRIS NURSERIES • Hampton, Iowa

EVERGREEN SPECIALISTS



Hansen's Hybrd Plums, Opatá (One-half Size).

Prof. N. E. Hansen.

Prof. Hansen's Hybrid Cherry-Plums

A new fruit originated by Prof. Hansen, of the South Dakota Experimental Station, a cross between the cherry and the plum, perfectly hardy, well adapted to our Northern States. Young trees bear fruit the next year after planting. Larger than an ordinary plum, flavor as good or better than the apricot; in fact, just the thing for your war garden. You cannot afford to do without them.

Our stock is limited to a few thousand each of these plums and we advise you to order at once. The descriptions given below were sent to us by Prof. Hansen and can be absolutely relied upon with the following exceptions, that the Hansen's Hybrids produce considerably larger fruit here in Iowa than they do in South Dakota, that they are hardy everywhere, and we have seen them bear abundantly in the nursery row the first year after planting. At the present high cost of living you cannot afford to be without them.

The following descriptions were written by Prof. Hansen and can be found in Bulletin No. 103, Agricultural Experimental Station, South Dakota State College of Agriculture.

No. 1 Trees, 4 to 6 feet, \$1.00 each; 3 for \$2.50; 10 for \$7.00; 20 for \$13.25.

Opatá

(Sioux Indian for "Bouquet.")

First sent out in spring of 1908 as one-year-old trees from bud; these bore freely the following year in many places. The excellent quality of the Opatá makes it worthy of wide popularity for table and culinary use. Female parent, the Dakota sand cherry (*Prunus Besseyi*); male parent, the Gold Plum, a very large hybrid Japanese variety originated by Luther Burbank and for which three thousand dollars was paid when first introduced. Opatá is a plum tree in habit, of vigorous growth, and forms fruit buds freely on one-year-old shoots in nursery; foliage large and glossy. Fruit, one and three-sixteenths inches in diameter, dark purplish-red with blue bloom; weight one-half ounce; flesh green, firm; flavor very pleasant, combining the sprightly acid of the sand cherry with the rich sweetness of the Gold Plum. Excellent for eating out of hand. The thin skin can be chewed and eaten, as it is entirely free from acerbity. Pit very small; season extremely early. Our best Opatá fruits in 1909 were one and five-eighths inches in diameter. Very strong grower in nursery and orchard and an early and heavy bearer.

Sapa

(Sioux Indian word for "Black")

Offered for the first time. The female parent is one of our selected seedlings of the Western sand cherry, (*Prunus Besseyi*), a favorite fruit of the Sioux Indians; the male parent a very large purple-fleshed Japanese plum originated by Luther Burbank of California and by him named the Sultan. The Sultan is a plum of the Satsuma type and is perhaps a cross with some other species. The Sapa fruited first in 1907 on a tree cut back very severely for bud sticks. The tree is plum-like in habit; one-year trees in nursery have many fruit buds; the glossy, dark purple skin, and the rich dark purple-red flesh of its Japanese sire.

One year trees sent out in the spring of 1908 bore freely in 1909 in many places. Specimens of the Sapa grown in Minnesota took first prize as a seedling plum at the Minnesota State Fair in 1909. In 1909 our best Sapas at Brookings were one and three-eighths inches in diameter, weight five-eighths ounces, on one-year-old trees set the preceding year and bearing a heavy crop. The rich purple color of the skin is dulled at first by being overspread with a thin gray, which disappears as the fruit attains full ripeness. Season extremely early.

Wachampa

(Sioux Indian word for "Blood Cherry")

Size 1 to 1½ inch in diameter, much like the Sapa in every respect. It averages larger and more vigorous in tree than Sapa; one of the strongest growing trees of the Sand Cherry hybrids. Trees one fruit keeps well on the table after picking. (See cut on outside front cover).

Hanska

(Sioux Indian word for "Tall")

Offered for the first time. The name is given in allusion to the extraordinarily rapid growth in nursery, three-year-old trees attaining a height of twelve feet; two-year-old trees are too heavy to ship well. The female parent is a seedling of our wild Northwestern plum (*Prunus Americana*); the male parent is the very large, firm-fleshed, fragrant, apricot plum of China (*Prunus Simoni*), and popular in orchards of California. The Hanska fruited first in 1906 and 1907 on two and three year old trees in nursery row. In fruit the Hanska closely resembles its Chinese parent in form, color, fragrance, quality and firmness of flesh. Exhibited at the South Dakota State Fair three years in succession, the fruit of this variety has been much admired for its beautiful color, which is bright red with heavy blue bloom, firm yellow flesh, good quality and rich fragrance; fruit in 1909 was one and one-half to one and nine-sixteenths inches in diameter. When cooked the strong apricot flavor is brought out to perfection, entirely unlike any native plum. The flat shape also distinguishes it from all the other hardy plums grown in the Northwest.

FERRIS TREES LIVE; OTHERS DIE.

State Center, Iowa, Sept. 14, 1918.

Gentlemen:—Enclosed find check for balance on evergreens. Glad to inform you that all of the 50 purchased of you are still living, although one looks like it might die. The remaining 49 are growing extra fine.

I have been buying evergreens from agents for a number of years and found it very unsatisfactory, as few of them grew for me. I bought 50 evergreens from another firm this year, planted them right beside yours. Yours are all living; a large per cent of theirs are dead. You will get my evergreen orders in the future.

We certainly enjoyed our visit to your nursery. It was a wonderful sight to see the million evergreens and the large beds of Everbearing strawberries loaded with fruit the first part of September.

Yours very truly,

GEO. W. JACKSON.

WINDBREAK ADDS SEVERAL THOUSAND DOLLARS TO VALUE OF FARM.

Iowa Falls, Ia., May 3, 1918.

Dear Sir:—Thirteen years ago I bought 1,000 evergreens of you and placed them on my farm near Iowa Falls. Nearly every one of these trees are still living. They average good 20 feet high, and I believe are one of the best windbreaks in the State of Iowa. This windbreak adds several thousand dollars to the value of this farm—in fact, money could not buy it.

I am enclosing check for 500 more of your four times transplanted and four times root-pruned White Pine, which I am placing on another farm, and believe that there is no improvement that can be made on a farm for so little money that will add so much value.

Yours very truly,

STEWART STOCKDALE.



Early Richmond Cherries.

Cherries

The Cherry is one of the most ornamental of our fruit trees, which, with its delicious and refreshing fruits, makes it very desirable for planting near the dwelling where beauty and shade as well as fruit is desired.

There are very few more desirable fruits than the Cherry. They are being planted more and more each year in all sections of the country, and there is always a good demand on the market for good fruit. Aside from their fruit value they make very ornamental trees for the lawn. The fruit is delicious when eaten out of hand or preserved. No home garden is complete without a few Cherry trees. The Cherry thrives best on sandy soil, and there it attains its greatest perfection. It will do well in almost any situation except a wet one. For commercial purposes, plant a cherry orchard, because there is, perhaps, no fruit always so much in demand and always bringing good prices. Cherry trees are infected with fewer diseases and insects than any other fruit trees. It is not necessary to spray the cherry tree, although, of course, spraying will benefit the tree. The San Jose scale never bothers sour cherry trees. The so-called "Sour" varieties are hardy, vigorous and frost-resistant. They are easily grown wherever the apple succeeds, and are late bloomers. Few fruit trees will bear such an abundant amount of luscious fruit year after year with as little attention and expense. The rich, sweet, meaty cherries can be shipped long distances and are very profitable in suitable localities.

	Each	10	100
4 to 6 feet	\$0.50	\$4.00	\$35.00

MONTMORENCY—A beautiful, large, red, rich, acid cherry; much larger and firmer than Early Richmond, and a week or ten days later in ripening. Being extraordinarily prolific and very hardy, it can be recommended as a variety of great value. Valuable for canning and preserving. The Montmorency Cherry is in great favor wherever cherries are grown. The tree is a strong, upright grower. There is always a heavy demand for this variety.

MORELLO—Tree moderate grower, hardy; an early and great bearer; the most valuable of the late varieties. Fruit large and round; skin dark red, becoming nearly black when fully ripe; flesh dark red, tender, juicy, and of a pleasant sub-acid flavor when fully ripe.

OSTHEIM—A hardy variety imported from Russia. Fruit large and dark red; flesh light red, tender and juicy, rich pleasant flavor. Tree a moderate grower.

Northern Grown Apples

Taking into consideration its hardiness, productiveness, and general commercial value, the apple stands at the head of our list of fruits. For the convenience of the planter we have divided the list into sections according to the ripening season. This division of varieties is intended for this latitude, consequently those residing further north or south should make due allowance for their respective locations. There is no farm crop on the average which will produce one-fourth as much income per acre as will a good apple orchard properly cared for. We recommend the following hardy list of apples for the Dakotas, Minnesota, and the extreme northern part of Iowa and Wisconsin: Duchess, Okabena, Peerless, Wealthy, Patten's Greening, Northwestern Greening, Whitney, and Delicious.

PRICES ON APPLES AND CRABS. (Delicious Not Included).

I sell all fruit trees as follows: 5 at 10 rate, 50 at 100 rate. Less than five trees of one variety at the each rate.

	Each	10	100
Northern Grown, 3 years old, 4 to 6 feet.....	\$0.35	\$2.50	\$20.00

Summer Apples

YELLOW TRANSPARENT—The tree is a hardy, upright grower, a regular and early bearer; medium size. Color a rich, transparent yellow, with a warm, faint blush on the sunny side; flesh is melting, juicy, sub-acid. This Russian variety is especially adapted for a cold climate. The trees bear very young.

DUCHESS OF OLDENBURG—A beautiful round apple. Streaked red and yellow. Tender, juicy and pleasant. Tree a vigorous grower, early and abundant bearer; fruit very attractive in appearance. Very hardy.

EARLY HARVEST—Tree healthy, vigorous and a good bearer. Fruit medium size, somewhat flattened in shape; skin smooth and a clear, waxy yellow, rarely blushed; flesh tender, juicy, acid to sub-acid; flavor good.

RED JUNE—Medium size; skin red; flesh white, tender, juicy, sub-acid; an abundant bearer. Tree an upright grower.

SWEET JUNE—Tree is strong, upright, very productive. Fruit small to medium, round in shape; greenish-yellow color; flesh white, fine-grained and tender.

Fall and Early Winter

OKABENA—Very hardy and productive. Fruit of fine quality, large size and good color. Tree is a good grower and free from blight. Looks much like the Duchess; will keep until November.

PEERLESS—Vigorous, upright, hardy tree. Fairly productive, good quality, size and color. Season, October to January.

WEALTHY—Medium size; round in shape; skin smooth, oily, light yellow, almost entirely covered with dark red; flesh white, fine, juicy and sub-acid; one of the best and finest apples grown. Tree vigorous, extremely hardy; one of the iron-clads; very early, abundant bearer.

PATTEN'S GREENING—Very hardy, free from blight, vigorous, spreading grower, bears early and abundantly. Fruit large, yellow. Good eating and cooking apple. Originated in Northern Iowa. Will "get there" with a crop of fruit if any kind can.

WINESAP—One of the best little apples grown; red. A fine eating apple. One of the best for baking. Shape is round conical, sometimes obscurely flattened. Flesh yellowish, firm, crisp, with a rich, sub-acid or rather acid flavor. Keeps through winter.

MAIDEN BLUSH—Large, flat, regular, smooth, evenly shaded, with a red cheek or blush on a pale yellowish ground; flesh white and tender, with a pleasant sub-acid flavor; tree erect, vigorous and a regular and abundant bearer.

WOLF RIVER—A very large variety, splashed and streaked with red; flesh white and coarse, juicy, mild sub-acid, with a peculiar spicy, quince-like flavor.

PLUM CIDER—Hardy tree, vigorous and productive. Fruit good, medium to large, oblong, striped.



Grimes Golden Apple.

EARL FERRIS NURSERIES & Hampton, Iowa

EVERGREEN SPECIALISTS

Late Winter

- ✓ **STAYMAN (Stayman's Winesap)**—Originated by the late Dr. J. Stayman, of Leavenworth, Kansas. He said eighteen years ago in referring to it, "There will come a time when all will want it." It is dark, rich red, with rather indistinct striping. This apple is not only larger than the old Winesap, but it is even juicier. The tree is very productive, and a drouth resister.
- ✓ **NORTHWESTERN GREENING**—Fruit large, greenish yellow, firm and fine grained. Tree is very hardy, a thrifty, upright grower, an early and productive bearer. One of the longest keepers.
- ✓ **ARKANSAS BLACK**—Vigorous, upright grower. Fruit medium to large, beautiful dark color, almost black. Flesh is yellowish, slightly sub-acid, crisp and of fine flavor. One of the best apples for cooking purposes. January to March.
- ✓ **BEN DAVIS**—Tree thrifty, upright grower of almost perfect shape. Fruit large and round, sometimes variable in form; surface smooth, often polished yellow, covered and splashed bright red; flesh white, tender, and juicy; flavor is sub-acid, not rich; quality only good; best for market and cooking. November to spring.
- ✓ **GANO (Black Ben Davis)**—Fruit is bright red on yellow ground, with no stripes; large and oblong in shape, surface smooth and polished. Tree healthy, vigorous; prolific bearer. Jan. to April.
- ✓ **GRIMES GOLDEN**—This is one of the most popular apples in cultivation. Tree strong, thrifty grower. Fruit medium to large, cylindrical in shape; regular surface, yellow veined, russeted; flesh yellow, firm, very fine grained, juicy; flavor sub-acid; quality rich. For dessert, cooking and market. Nov. and Dec.
- ✓ **JONATHAN**—Tree of rather slender growth and spreading habit; fruit medium or above in size, round or oblong; surface very smooth, waxy yellow, often wholly covered with brilliant red; flesh whitish yellow, tender, very juicy; for dessert or cooking; quality best. October to November.
- ✓ **SALOME**—One of the best. Red, medium size, keeps better than Northwestern Greening.
- ✓ **TOLMAN SWEET**—The best long keeping sweet apple. Tree hardy.
- ✓ **PEWAUKEE**—Medium large, bright yellow splashed with dull red; flesh tender and juicy. Tree vigorous.
- ✓ **PRICE'S SWEET**—Large red, sweet apple. Tree is hardy. Keeps well.

Crab Apples

Crab Apples are entitled to a place in every garden, because of their extreme hardness, early productiveness, beauty and value for culinary purposes.

- ✓ **HYSLOP**—Tree a moderate grower, making a beautiful shape, thrifty tree; bears young; fruit large, nearly round, slightly flattened at the ends; skin smooth, color dark rich red on yellow ground; flavor very good, but doesn't keep well, gets mealy. Its high color commands a fancy market price.
- ✓ **TRANSCENDENT**—A large, beautiful tree, and a very strong and abundant bearer; fruit large smooth and of a rich yellow color, Flesh firm and crisp, yellowish, fine juicy, acid. August and September.
- ✓ **WHITNEY**—Tree a skin smooth, strip-firm, juicy, of Crab Apples. Its and vigor of the equal to many apples. August.



Delicious Apple—½ Size.

Delicious

Each 10 100
 4 to 6 feet, Delicious, No. 1 trees.....\$0.40 \$3.00 \$25.00
 The best and most noted apple in the world. A beautiful, large, red winter apple that will keep until May. It will average 12 ounces in weight and only sixty apples for a bushel, heaping full. The flesh is of the very finest texture, neither sweet nor sour, but just the proper flavor to make it the most sought after apple on the market. Fruit stands readily sell Delicious for 15 cents each when the best of Jonathans are selling two for a nickel. After once seeing the Delicious you never forget it. Uniform in size and shape, slightly tapering, with five marble-like protuberances on the blossom end. My trees grown here in the northern part of Iowa are beauties. They will not winter-stain, sun-scald or blight. I cannot recommend the Delicious too highly to any of my customers.

Model Orchard Bargain as Advertised

This bargain consists of 17 fruit trees, just the right size for good results. They are a beautiful lot, were cut back at one year old, have three-year roots, two-year tops, which gives them an extra good root system for the top they have to support.

2 Duchess, 3 Wealthy, 3 N. W. Greening, 3 Stayman's Winesap, 2 Whitney Crab, and 3 Early Richmond Cherry Trees. If ordered at once, one Crimson Rambler Rose Bush free as per our Anniversary Offer. Well worth \$10.00.

OUR SPECIAL ADVERTISING BARGAIN PRICE \$3.95

Peaches

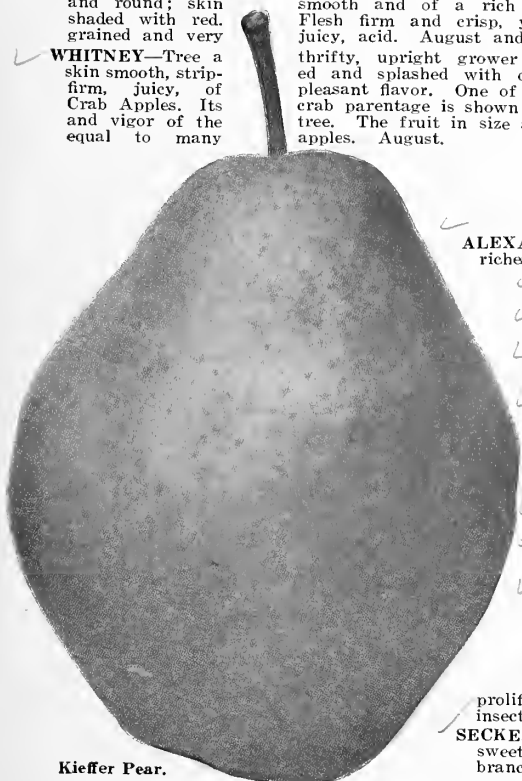
Fine Trees, each, 25c; per 10, \$2.00; per hundred, \$18.00.

- ✓ **ALEXANDER**—Early. Large size, regular in form, deep maroon shade, covered with the richest tint of crimson; rich and good in quality; adhere slightly to stone.
- ✓ **CHAMPION**—Size large, flavor delicious, juicy, sweet, rich, exceeding all other varieties; very handsome in appearance; creamy white with red cheek; hardy.
- ✓ **EARLY CRAWFORD**—Fruit very large, oblong; skin yellow, with a fine red cheek; flesh yellow, juicy, sweet and excellent. Wonderfully productive and hardy.
- ✓ **ELBERTA**—Supposed to be a seedling of Chinese Cling, but is entirely free. Very large, yellow, with red cheek; flesh yellow, firm, juicy, and of high quality; exceedingly prolific; sure bearer and hardy.
- ✓ **LATE CRAWFORD**—Fruit of the largest size; skin yellow or greenish-yellow, with dull red cheek; flesh yellow; productive. One of the finest late sorts.

Hardy Pears

50c each; 10 for \$4.00; 100 for \$35.00.

- ✓ **BARTLETT**—Summer. Large size, with a beautiful blush next to the sun; very juicy and highly flavored; bears early. One of the most popular sorts. Delicious.
- ✓ **DUCHESS**—Autumn. Very large, dull, greenish yellow, streaked and spotted with russet; flesh white and very juicy, with a rich, excellent flavor; tree vigorous.
- ✓ **KIEFFER**—Autumn. Large; rich golden-yellow, sometimes mottled red on the sun-exposed side. Fruit very large; flesh is white, crisp, juicy and of a slight quince flavor. Highly prized for canning. It has become a profitable market variety on account of its good shipping and keeping qualities. To properly ripen, the fruit should remain on the tree until leaves begin to fall, then gather carefully and allow to ripen in a cool, dark cellar or other place of even temperature. Tree a most vigorous grower and early bearer; one of the most resistant to blight; very prolific and widely planted throughout the country. The tree is so hardy and free from insect pests as to give it greater value than most other varieties. Fruit highly colored.
- ✓ **SECKEL**—Autumn. Small in size; skin a rich yellowish brown; flesh very fine grained, sweet, juicy, and melting. Bears regular and abundant crops in clusters at ends of branches. Tree a strong grower. Considered one of the best pears.



Kieffer Pear.



Hardy Roses

Long before history began the Rose was loved, as now, for its beauty and fragrance. No home is truly a home without at least a few of these charming plants. Our Roses are strong plants, grown out-of-doors, well-rooted and in every way desirable. They love a clayey soil and an open, airy situation. All Roses in this climate are benefited by being laid down and covered in winter. All of our Roses are extra strong, field grown plants.

Rambler Roses

The Rambler Roses are perfectly hardy and are suitable for trellises, fences, porches, pillars, pergolas, arches, etc.

CRIMSON RAMBLER—Nothing equals this as an all round hardy garden rose, on account of its brilliant color, profusion of bloom, and length of time the flowers last. It may be used as a climber, or can be grown in large bush form. It blooms in large clusters of 50 to 100 flowers, covering the foliage its entire length with a solid mass of the most beautiful, perfectly shaped miniature crimson blossoms. Blooms last of June. 50 cents each.

WHITE RAMBLER—Very similar to the Crimson Rambler with the exception that the flowers are pure white. Very hardy, blooming in great profusion. Very popular. 50 cents each.

BLUE RAMBLER—The wonderful new rose resembles the Crimson Rambler in its climbing habit and profusion of blossoms. Flowers medium sized. When first opened its color is an attractive shade of violet crimson, later changing to a beautiful shade of violet-blue. Coloring is very distinctive. A novelty deserving attention. 75 cents each.

DOROTHY PERKINS—This is a splendid new shell-pink climbing rose. This new rose is of the same strong habit as the Crimson Rambler, and the flowers are borne in clusters of thirty and forty and sometimes fifty to sixty. The flowers are large for a rose of this class. Very double and sweetly scented. 35 cents each.

WHITE PERKINS—Closely resembles its parent, the Dorothy Perkins, with the exception that it has pure white flowers. Very popular. 50 cents each.

Climbing Roses

BALTIMORE BELLE—Pale blush, nearly white, very double; flowers in beautiful clusters; one of the best white climbers. 50c each.

PRAIRIE QUEEN—Bright rose, in clusters, vigorous; very free bloomer. 50 cents each.

SEVEN SISTERS—Fine, free bloomer, bright scarlet. One of the best of the old-fashioned sorts. Flowers borne in clusters. 50 cents each.

TAUSENDSCHON (Thousand Beauties)—A very profuse bloomer, beginning in June and continuing until the last of July. A lovely shade of soft pink when opening, changing to carmine later. Bloom in clusters and show different shades at the same time. The older blooms will be deep pink shading to light shell-pink of the newest buds, which characteristic gave its name of Thousand Beauties. A strong and vigorous grower. 35 cents each.

Moss Roses

CRESTED MOSS—The deep pink buds are surrounded with a mossy fringe. Fragrant. One of the best. 35 cents each.

RED MOSS—Dark red; very large and full. Free in production of bloom; finely mossed. 35 cents each.

Hybrid Perpetual Roses

These are hybrids or crosses between June and Monthly Roses, partaking of the hardiness of one parent and the perpetual blooming habit of the other. They are by far the most popular family of Roses, needing good soil and culture, as they can bloom only on new shoots of the current season. Free manuring after first crop will insure better blooms later in the season.

GENERAL JACQUEMINOT—This might be called the rose for the millions, for it is still a universal favorite. Of a bright crimson-scarlet, exceedingly rich and velvety. 50 cents each.

GENERAL WASHINGTON—Color brilliant crimson; very rich and beautiful; large, perfectly double, and a free bloomer. 50 cents each.

Our National Emblem Collection

CRIMSON RAMBLER, 50c; WHITE RAMBLER, 50c;
BLUE RAMBLER, 75c.

Or, if you will send us the names and addresses of five farmers who live on their own farm and \$1.00, we will send you all three by Parcels Post prepaid.

EARL FERRIS NURSERIES & Hampton, Iowa

EVERGREEN SPECIALISTS

HYBRID PERPETUAL ROSES—Continued.

FRAU KARL DRUSCHKI—One of the purest white roses known, often called Snow Queen. The flowers are large, of perfect form, with splendid foliage. Vigorous grower. 50 cents each.

MARGARET DICKSON—A very free grower. Flower white, pale flesh center; petals thick and bell-shaped. 50 cents each.

MARSHALL P. WILDER—New; color cherry carmine; continues in bloom long after others are out of flower. 50 cents each.

MRS. JOHN LAING—Deep rose; large, fine form, fragrant, vigorous grower and hardy. Most profuse bloomer. 50 cents each.

PAUL NEYRON—Deep rose color; good foliage; by far the largest variety in cultivation; one of the best. 50 cents each.

ULRICH BRUNNER—Bright cherry red in color; flowers very large and shapely; very good for cutting. 50 cents each.

SUNBURST—New; one of the most popular roses introduced recently. Buds are long and pointed, of rich copper yellow, shading to golden yellow. Exquisite colorings. 50 cents each.

"ADDS MANY DOLLARS TO THE VALUE OF MY HOME."

Alden, Iowa, June 28, 1917.

Dear Sirs:—Out of the 325 trees I bought of you a few years ago I only lost two or three. I think your trees are good, healthy, strong trees. I think an evergreen grove adds many dollars to the value of a home. Yours truly, GRANT BOLZEIN.



Paul Neyron.



Gladiolus.

Gladiolus

Gladioli are universally admired for their magnificent flowers, which are of the richest colors. To obtain a succession of bloom, they should be planted every two weeks, from the first of April to the beginning of June. They will then produce a succession of bloom from July until November. Plant in good, dry, sandy loam. Dig the row or bed from eight to ten inches deep, then rake it thoroughly before planting your bulbs; if stable dressing is used it should be spaded in when the bed is first dug over. Hen dressing can be used, giving first-class results, if applied properly; but it must be put in at the bottom of drill or bed, then covered with fully an inch of soil before the bulbs are planted. The bulbs after being planted should then be covered from four to six inches deep; just as soon as they show their heads through the ground they should be cultivated. If this is continued once a week, till they commence to flower, one will be sure of first-class results.

In autumn, when the leaves turn yellow, the bulb is sufficiently ripe to take up. After taking up, they should be sun-dried for a day or two then put in a dry cellar and kept from frost.

Assorted, 12 for 75 cents; 50 for \$2.00.

The following named varieties, 6 for 50 cents; 25 for \$1.50; 50 for \$2.50.

FRILLED PINK—Light pink with yellow and white markings.

PRESIDENT TAFT—A large, robust growing pink.

MEADOWVALE—One of the purest white grounds. A touch of vivid crimson in the throat, delicate line in three lower petals.

NO. 112—Yellow with long red blotch.

NO. 121—Large salmon-cream, with maroon blotch.

AMERICA—Most popular light pink in the world.

BERNICE—Tawny yellow with pink shadings. Early. Many open at one time.

CHICAGO WHITE—Tall spike and medium good size flower. Many think this is the coming white for florists. Certainly fine.

INDEPENDENCE—The best light red in the market under name. Strong, upright grower, clean foliage, large cherry flower of perfect shape, marked with white and maroon in throat, and on good spike. Fine by artificial light.

MRS. FRANCIS KING—Long spike of immense flowers, light scarlet, shaded salmon. Spike often branched. Most popular scarlet.

EVELYN KIRTLAND—The flowers are a beautiful shade of rosy-pink, darker at the edges, fading to shell pink at the center, with brilliant scarlet blotches on lower petals. Wonderfully decorative.

CRACKER JACK—Large flowers of rich velvety red; throat spotted yellow and dark maroon.

Hardy Herbaceous Perennials

These can be used to best advantage in groups and beds on the lawn, as borders for drives, walks, or in front of shrubbery and in the garden. Some of the taller growing sorts may be planted in among the shrubbery, with good effect. Most of the perennials can be planted in the spring or fall. Soil should be kept well fertilized. A light covering of coarse, strawy manure or something that will not pack, is beneficial in winter.

German Iris

The "Fleur de Lis" of France, and well-beloved favorite in every old-time garden. Although capable of establishment in any kind of soil, they attain greater perfection of growth and flowering in a damp or marshy situation. The delicacy of tinting in their flowers makes their spring advent a source of keenest pleasure. Best of all, they are sweetly fragrant. No garden is complete without a good selection of these lovely flowers. They are indispensable for shrubbery and herbaceous borders, both on account of their hardiness and easy culture, and for their lavish wealth of bloom.

The following named varieties, 6 for \$1.35; 12 for \$2.50; 25 for \$4.00.

CELESTE—Pale azure blue.

CHEREON—Standards lilac mauve; falls violet, veined white.

DARIUS—Stands lemon yellow; falls yellow, slightly veined.

HER MAJESTY—Stands bright lavender-rose; falls crimson over white, giving a slightly striped effect.

MADAME CHEREAU—Pure white, prettily frilled and penciled with light clear blue. One of the best of the taller sorts.

PLUMERI—Standards and falls deep coppery red. Early and free flowering.

QUEEN OF MAY—A lovely rose lilac, almost pink. Beautiful.

ORIENTALIS, BLUE—Flowers a beautiful shade of dark blue.

ORIENTALIS, SNOW QUEEN—Large, ivory white flowers.

Peonies

A noble flower, almost rivaling the rose in brilliancy of color and perfection of bloom. A strong point in its favor is its hardiness. It may be truly said to be as hardy as the oak. Its vigorous habit and healthy growth, free from all diseases and insects, are important arguments in favor of its cultivation. Each succeeding year adds to the size and beauty of peonies. The foliage is rich and glossy and of a beautiful deep green color, thus rendering the plants very ornamental even when out of flower.

The old-fashioned common peonies in our grandmothers' garden can still be furnished in the common red, white and pink colors, but these have been eclipsed by the wonderfully improved sorts introduced in recent years. They are the "Queen of the Spring Flowers," valuable for planting in groups, through the perennials, or for shrubbery borders where the brilliant hues add attraction all around.

These new varieties produce very large, handsome, regularly formed blooms resembling large roses. No other flower is so well adapted for large, showy bouquets.

The requirements of peonies are so simple, a good rich soil, an open, sunny position, and a liberal supply of water during their growing season being sufficient to give an abundant wealth of flowers. They are well adapted to the climate of our most northern states. They grow well in almost any soil, although the flowers will be finer and the colors brighter if planted in a deep, rich loam, well manured.

Don't be disappointed if the blooms the first year after planting are not up to expectations. Many of the finest double varieties



Iris Madame Chereau.

will bloom single or semi-double the first year, and will not always attain full perfection until the third year after transplanting.

In addition to furnishing the old, common peonies in the red, white, and pink colors, we have selected some of the newer, special varieties which we especially recommend.

ADMIRAL SCHLEY—Dark crimson, large. Early. 50 cents each.

BERTHA—Bright crimson, free bloomer. Late. 50 cents each.

PRINCESS BEATRICE—Guards and crown light rose, collar creamy white, center flecked crimson. Vigorous grower, free bloomer; fragrant. Midseason. 50 cents each.

LOUIS VAN HOUTTE—Semi-double, dark red; free bloomer. Late midseason. 65 cents each.

MEISSONIER—Uniform dark brilliant red; free bloomer. Large full bloom on rather weak stem. Midseason. 75 cents each.

ROSEA—Deep rose. 50 cents each.

QUEEN VICTORIA—Pure white. 75 cents each.

RUBRA—Crimson. Of medium height, large fragrant blooms of rose type very late in season. 50 cents each.

TRIOMPHE DU NORD—Apple blossom pink, large. Is of bomb shape; very fragrant; tall, free flowering, on stout stems. Mid-season. 50 cents each.

FESTIVA MAXIMA

—A very large pure white, flecked carmine. Medium early. Not only the finest white in existence, but in most quarters is regarded as the queen of Peonies. It combines enormous size with wondrous beauty, often seven to eight inches in diameter; in addition, it is very fragrant. 75 cents each.

DELACHI — Dark crimson; medium size; fairly compact; rose type: is a strong, erect, vigorous grower. Midseason to late. 75 cents each.

JAMES VICK — Best crimson. 75 cents each.



A Gorgeous Border of Peonies.

Phlox

These are justly esteemed as one of the finest of herbaceous plants. They are of dwarf habit, perfectly hardy, of very easy culture, and yield a profusion of bright, showy bloom. They are unequalled by any other hardy plant for the decoration of the garden. The culture is easy. Succeed in any good garden soil. The blooming season may be prolonged by pinching back some of the plants. They may be planted in either fall or spring and are perfectly hardy. Plants should be taken up and transplanted every three or four years.

The following named varieties, 6 for \$1.35; 12 for \$2.50; 25 for \$4.00.

BORANGER—White, suffused rosy pink.

ECLAIREUR—Bright rosy magenta with large lighter halo; large florets.

INDEPENDENCE—A splendid early pure white.

PANTHEON—Large, clear, bright pink.

RYNSTROM—Of a Paul Neyron rose pink color. Fine.

Golden Glow

Grows five to seven feet high and blooms from early summer until frost. Flowers resemble golden-yellow Dahlias. Each, 35c; 10 for \$1.50.

Yucca

An evergreen, with large, dense, circular tufts of stiff, sharp-pointed leaves, from the center of which rise the flower spikes in early spring. They are three to four feet high, stout, branching near the top, and supporting hundreds of large, drooping, waxen-white, bell-shaped flowers, that remain perfect for several weeks. Each, 50 cents; 3 for \$1.00; 6 for \$1.75.

Hardy Climbing Vines

Ornamentals of this class are so hardy and beautiful that they deserve greater attention than they receive. No artist can produce pictures equal to the wealth of beauty displayed by the elegant Wistaria, the graceful Honeysuckle, or the charming and magnificent Clematis when in the glory of full bloom, and there is nothing in art that will in any way compare with the gorgeous hues of the Ampelopsis after it assumes its brilliant autumn tints.

Nothing lends such a pleasing effect to wall or veranda as the judicious use of vines. The hardy vine is best adapted for covering an unsightly wall or for furnishing shade and ornament to verandas. With the advent of spring the tendrils are given new life, and as the season advances they soon become a glorious veil of vernal verdure. Hardy vines practically take care of themselves after once established, and are much more desirable and less trouble than annual or tender varieties. Without climbing vines many beautiful homes would present a sad and unprotected picture during our hot summers. In addition to the attractiveness they also give the home that appearance of exclusiveness that cannot be had in any other way.

Ampelopsis Veitchii - Boston Ivy

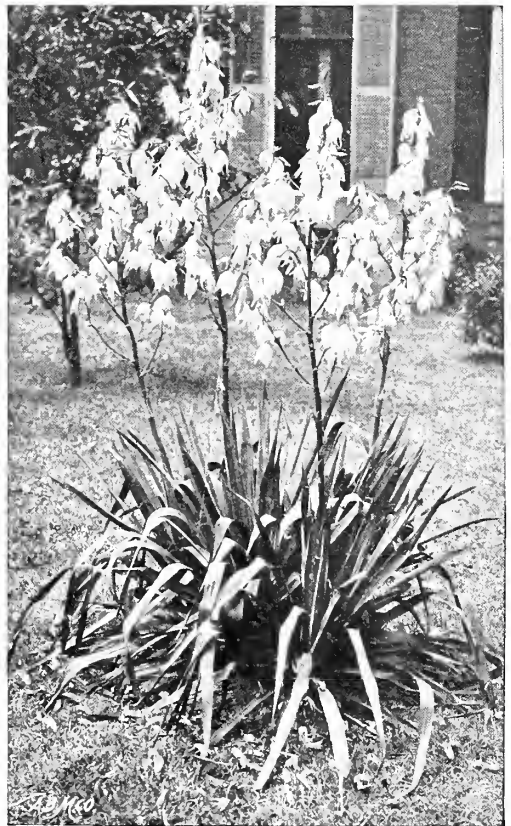
Leaves small and ivy-like in form. By overlapping each other they form a dense sheet of green. The plant requires a little protection the first winter until it is established. 75c each; 10 for \$5.00.

American Ivy - Virginia Creeper

A very rapid growing vine covered with heavy leaves affording shade; of great beauty when changing to scarlet in autumn. The best climber to grow over porches, rocks or tree stumps. One of the most hardy. 75c each; 10 for \$5.00.

Honeysuckle Vine - Trumpet Vine

Splendid climber, vigorous, hardy, with clusters of large, trumpet-shaped scarlet flowers in August. 75c each; 10 for \$5.00.



Yucca.

Chinese Wistaria

One of the most rapid growing of all the climbing vines. It grows from 15 to 20 feet in a season. Has long, pendulous clusters of pale blue flowers in May or June, and sometimes in autumn. Each, 75c; 10 for \$5.00.

Clematis

Of all the vines used for either shade or decoration, none can compare with the Clematis in its many and varied forms. As a climber for the veranda, a screen for fences, for pillars along garden walks, for training on walls or arbors, in masses on rock work, it has no rival among strong growing blossoming plants. Their delight is in rich soil and a sunny situation, and they are perfectly hardy. They should be well mulched with rotten manure in winter. The different varieties and species of Clematis now in cultivation are of the highest beauty and utility.

ANDRE—Flowers large, of a beautiful, bright velvety red; very free flowering and continuous bloomer. 75c each.

HENRYII—Fine bloomer, flowers large, of a beautiful creamy white, consisting generally of from six to eight petals. June to October. 75c.

JACKMANII—A very profuse blooming variety with flowers from four to six inches in diameter, of an intense violet-purple color, borne in continuous masses on the summer shoots. The very best sort for general planting. 75c each.

PANICULATA—A great novelty. One of the most desirable, useful and beautiful of hardy garden vines; a luxuriant grower, profuse bloomer, with fine foliage. Flowers white, of medium size, very pretty and fragrant, produced in the greatest profusion in late summer. 75c each.



American Ivy—Virginia Creeper—on home of Ross Rogers, Clear Lake.

Ornamental Shrubs

The planting of ornamental shrubs is very largely on the increase, and this is as it should be, for with a good selection the lawn can always be beautiful. They are mostly of medium size, enabling one to plant a great variety on a small plat, and the most wonderful assortment of foliage from the darkest green and purple to light orange and silver tints. This addition to the great variety in the blossoms, all unite to keep up a never failing interest. We have selected the very best for our climate.

These plants are absolutely hardy, and once planted, last indefinitely, increasing in size and beauty year after year. For cold climate where hardy plants are needed they stand without an equal. Planted in clumps, masses or used for hedges, screens or for filling unsightly corners, they make a glorious show. We recommend a liberal planting of this class of plants. They last a lifetime and are sure to give splendid satisfaction.

Flowering Almond

Pink and white varieties. These beautiful shrubs are desirable and scarce. Hardy. They are splendid garden subjects, and should have a prominent place in all shrubbery plantings. 75c each for large plants.

Flowering Crab, Bechtel's

About the middle of May the trees are covered with beautiful, double, pink, sweet-scented flowers, that look like small roses at a distance. Tree is a moderate grower, hardy and of upright habit. One of the very best. \$1.25 each; 10 for \$8.50.

Pink Tartarian Honeysuckle

This beautiful shrub is perfectly hardy, grows to a height of 8 or 10 feet. Here in Northern Iowa it is covered with beautiful pink flowers on Decoration Day, which contrasts beautifully with its bright green foliage, but its chief claim is its wealth of orange and red berries, which literally cover the plant in summer and autumn, making a most glorious show. We have found it perfectly hardy, easy to transplant, will grow on any kind of soil with little or no care, and for this reason is very desirable for cemeteries and landscape work, being especially adapted for group or base planting. Every home should have a clump of Pink and White Tartarian Honeysuckle. Can furnish either Pink or White, or part of each at the same price. 1 to 2 ft., well rooted plants, 35c each; 10 for \$2.50; 50 for \$10.00; 100 for \$19.00.

White Tartarian Honeysuckle

Description the same as above except that the blossoms are pure white. Like the Pink it bears great clusters of brilliant red berries in late summer.

Hydrangea Paniculata Grandiflora

These plants are absolutely hardy, grow in any soil and bloom the same year they are set out. They flower abundantly, bearing hundreds of immense panicles of bloom. White, turning to rose-color in autumn. An annual shortening of the branches tends to increase the size of the flowers. Very fine and valuable for cemetery planting. Grown in rich soil, in beds or masses, and cut back nearly to the ground every spring before growth starts, it is a most magnificent bed for landscape work. 50c each; 10 for \$4.00. Extra large size, \$1.00 each; 10 for \$7.50.



White Tartarian Honeysuckle.

Tree Hydrangea

The same as Hydrangea Paniculata Grandiflora, but grown on stems three to five feet high. Most attractive and desirable, making a desirable specimen for the lawn and especially beautiful when covered with the immense panicles of bloom. \$1.25 each; 10 for \$10.00.

Lilac

The Lilac appears to best advantage when massed in groups, and only a few varieties of but one or two colors. You may make any number of groups of the different colors; they are easily transplanted in either fall or spring. Moderately rich, moist soil suits them best. The dead flowers should be removed when the blooming season is over, as they give it an untidy appearance; should not be pruned in winter or spring, as it destroys the flowers.

PURPLE—The familiar species of all fine old gardens, with dense panicles of lilac flowers; still most fragrant of any. 50c each; 10 for \$3.50.

WHITE—Pure white, very fragrant flowers. \$1.00 each; 10 for \$6.00.

PERSIAN PURPLE—A fine old species with slender branches and narrow leaves; it seldom grows more than three to five feet high. Its pale lilac flowers are very fragrant, borne in large, loose panicles. Very graceful. 75c each; 10 for \$5.00.

FERRIS TREES MAKE A GOOD WINDBREAK IN A FEW YEARS.

Titonka, Iowa, Feb. 20, 1918.
Dear Sir:—Please send me your 1918 catalog. Am well pleased with the evergreens I got from you a few years ago. Some are as high as 10 feet now. JOHN BOCKELMAN.



Hydrangea Paniculata Grandiflora.



Syringa or Mock Orange—Philadelphus.

EVERYONE ADMIRES A FERRIS WINDBREAK.

Dysart, Iowa, April 19, 1918.

Dear Sir:—Every man who comes here admires my two rows of Norway Spruce that I purchased from you a few years ago, and ask, "Where did you get your trees?" I tell them of you, of course. There are so many men that have poor success with evergreen trees here. So many are careless in planting them out—just throw the trees down along the row, then begin to plant, and thus part of the trees get dry before they get into the ground. What will you charge me for seven Norway Spruce trees size 30 inches or more high, and one 2-year-old Agawam grape vine?

Very respectfully yours,

H. K. BATES.



Snowball—Viburnum opulus sterile.

Snowball, Common - Viburnum Opulus Sterile

A hardy shrub with handsome, showy flowers that appear in numerous compact balls in the spring. An old time favorite, and without doubt one of the best of the flowering shrubs. As specimen plants the Snowball has few rivals, and for grouping and massing make possible many charming effects. 50c each; 10 for \$3.50. Extra large, \$1.00 each; 10 for \$7.50.

Syringa or Mock Orange - Philadelphus

A tall, vigorous and hardy bush. In May it bears profuse white flowers resembling orange blossoms. These shrubs are very valuable for backgrounds, screens, grouping or specimen plants. The beautiful white flowers are fine for cutting, and are also deliciously fragrant. They not only make a grand display at the flowering period, but they continue to please with their attractive foliage. 50c each; 10 for \$3.50. Large clumps, \$1.00 each; 10 for \$7.50.

Spirea Van Houtte - Bridal Wreath

(See cut on Front Cover).

Graceful, with long, drooping sprays, thickly studded with handsome pure white flowers; hence its popular name of "Bridal Wreath." This is the finest and probably the most beautiful of the Spireas. In May and June the arching branches are covered with little white flowers. The foliage is very beautiful, having dark green leaves, incised borders, pale bluish-green beneath, and persisting until late autumn. Spirea has been much used for making wreaths and earlands. The shrub grows to six feet, is hardy and much planted for borders and single specimens. Perfectly hardy, vigorous grower and fine for a fancy hedge and as a screen.

1 to 2 ft., well rooted plants, 35c each; 10 for \$2.50; 50 for \$10.00; 100 for \$19.00. Extra large size, \$1.00 each; 10 for \$7.50.

Weigela Rosea

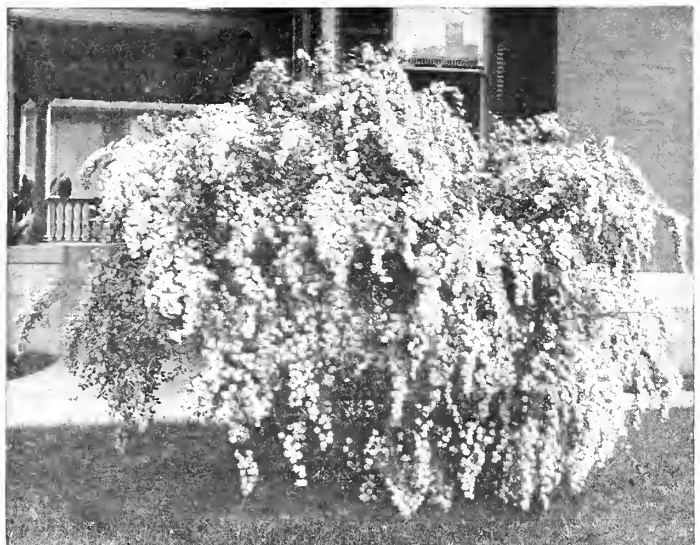
An elegant shrub, with fine, rose-colored flowers, introduced from China by Mr. Fortune, and considered one of the finest plants he has discovered. Has numerous spreading branches. Leaves are dark green, smooth except on the midrib and veins. The flowers large, showy, and produced in great panicles. Erect, compact growth. Blossoms in June. \$1.00 each; 10 for \$7.50.

Snowberry - Racemosus

Inconspicuous, rose-colored flowers in June and July, followed by large, clustered, milk-white fruits which remain far into winter. The combination of pink flowers and white berries on the same twig is charming. Compact in form, with numerous slender, twiggy branches. 2 to 3 ft., each, 40c; 10 for \$3.50; 100 for \$30.00.

Indian Currant - Vulgaris

Similar to the Snowberry except that its fruits are red and that the smaller red berries cluster in thick ropes along the weighted-down stems. 2 to 3 ft., each, 40c; 10 for \$3.50; 100 for \$25.00.



Spirea Van Houtte—Bridal Wreath.

Hardy Shade and Ornamental Trees

There is a growing tendency among the people to make home beautiful, and the judicious use of shade and ornamental trees goes a long way toward attaining this. The up-to-date farmer, as well as the owner of city and suburban property, realizes that a well-kept lawn, nice shade trees and good windbreaks add not only to the beauty of the place, but to the cash value as well.

In planting, one should have some definite object in view. It is not advisable to plant, hit or miss, whatever happens to be handiest or perhaps cheapest. Rather make a careful selection of the trees that will group well together, and give a pleasant view to the landscape. If you do not know just how to do this, send us a sketch of your place, and about how much you wish to expend. We may be able to help you in this matter.

Carolina Poplar

Takes front rank among the best of poplars; it is one of the most rapid growers among shade trees. Its branches spread just enough to give it a symmetrical appearance. It has advantages over other shade trees because it will grow on any kind of soil, swampy or muck, light or heavy. Its roots penetrate the hardest soil, it withstands all hardships and thrives in places where others fail to live. It is easily started and gives shade in a short time after planting. Its leaves are large and stay green till quite late in the fall.

	Each	10	100
4 to 5 feet, transplanted	\$0.25	\$2.00	\$15.00
5 to 6 feet, transplanted35	2.50	20.00
6 to 8 feet, transplanted50	3.50	30.00
8 to 10 feet, transplanted75	5.00	40.00
10 to 12 feet, transplanted	1.00	8.00	60.00

European Mountain Ash

A very pretty tree with abundant clusters of large orange berries in autumn. It is known and highly esteemed as one of the most beautiful trees that grow. A vigorous grower, and will add much to the beauty of your home.

	Each	10	100
6 to 8 feet, transplanted.....	\$0.75	\$6.00	\$40.00

Catalpa Speciosa

The most valuable tree known when planted for commercial purposes. A thick, rough-barked tree of soft, white wood. The wood is largely used for fence posts, railroad ties and telegraph poles. The value of the plantations of this wood in Kansas is estimated by the United States Department of Forestry to be from \$300 to \$400 per acre. We have an extra fine lot of these trees suitable for shade trees, parks, etc. They are beauties in every sense of the word. 5 to 6 ft., transplanted, 75c each; 10 for \$5.00; 100 for \$35.



Hard or Sugar Maple.



Carolina Poplar.

Basswood - American Linden

This is one of our strong-growing native trees, and one of the most desirable trees we have for shade purposes. It grows rapidly to immense size and forms a round, compact top; this, with its broad green leaves, makes a dense shade.

5 to 6 ft., \$1.00 each; \$6.50 per 10.

Black Walnut

This species is a common and stately forest tree in the Middle and Western States; grows from forty to sixty feet high, has an open, spreading head and is rapid in growth; produces large crops of nuts with rough, hard shell, containing rich, oily kernels of fine flavor. It is hardy, and succeeds best on a rich, deep, moist soil. Odd corners on the farm may be utilized to advantage by planting nut trees, which are a source of both pleasure and profit to the owner.

6 to 8 ft., \$1.50 each; 10 for \$8.50.

Hard Maple - Sugar

Upright, round top, more dense than any other maple; foliage turns to yellow and bright red in autumn. For grace of form, beauty of foliage and grateful shade no tree can excel it.

	Each	10	100
6 to 8 feet, transplanted	\$1.00	\$ 9.00	\$ 80.00
12 to 14 feet, transplanted	2.00	15.00	125.00

Norway Maple

Of spreading, rounded form; foliage large, dark green—a rich and majestic shade tree. Prices same as Hard Maple.

Elm

The noble, spreading, drooping tree of our woods. One of the grandest park or shade trees. A magnificent, stately tree, easily distinguished by its wide, weeping top and pendulous branchlets. One of the most noble and graceful trees where a tall, spreading tree is desired. For seedlings, see prices under Forest Tree Seedlings.

	Each	10	100
6 to 7 feet, transplanted	\$0.75	\$ 5.00	\$45.00
8 to 10 feet, transplanted	1.00	6.00	50.00
10 to 12 feet, transplanted	1.50	12.00	90.00

Weeping Trees

Cut-Leaved Weeping Birch

Beyond question one of the most popular and elegant of all weeping trees. Its tall, slender, yet vigorous growth, graceful, drooping habit, silvery-white bark and delicately cut foliage present a combination of attractive characteristics rarely met with in a single tree. It is easily transplanted and thrives well in any soil and climate.

	Each	10	100
5 to 6 feet	\$1.00	\$ 8.50	\$ 75.00
6 to 8 feet	1.50	12.50	100.00

Wisconsin Weeping Willow

A beautiful tree with straggling, weeping branches. Makes a fine tree for the lawn or background.

6 to 7 ft., each, 50c; 10 for \$4.00. 8 to 10 ft., each, \$1.00; 10 for \$6.00.

Forest Tree Seedlings

Our supply of Forest Tree Seedlings is very limited this year, so we would advise you to get your order in early. Other nurseries have few, or no Forest Tree Seedlings to offer. Our seedlings are a fine lot, well-rooted, one-year-old, just the right size for good results.

If desired by Parcels Post, add 20c per hundred for postage and packing. Your choice of Honey Locust, Mulberry, Silver Maple, Soft Maple, Elm, and Catalpa.

100 for \$2.00; 200 for \$3.00; 300 for \$4.00; 500 for \$6.00.

Golden Willow

We consider the Golden Willow by far the best willow for Western planters. Have a fine lot of one-year, average about two feet high, \$5.00 per hundred; 200 for \$9.00; 300 for \$13.00.



Cut-leaved Weeping Birch.

There is no other way of investing a few dollars that will pay as large and constant returns as will the planting of trees, shrubs, or plants; either for utility or beauty. There is no possible investment of either money or labor that will add as much to the salable cash value of a farm or a city home as an attractive planting of trees and shrubs around the house and grounds. There are cases without number where an investment of \$25 to \$50 and a little care for two or three years has increased the sales value of a house and lot from \$200 to \$500. Aside from the actual commercial considerations, the joy of owning and living in a tasty home is reward enough to repay the cost and effort required.



NORWAY SPRUCE HEDGE.

The above cut was made from a photograph taken on the Campus of University of Ohio, showing Norway Spruce hedge trimmed to 6 ft. high, and 40 ft. Norway Spruce in the background, all the same age. The Norway Spruce is a wonderful tree wherever planted.

Hedges

There is nothing quite so effective for the boundaries of a lot, roadway or lawn as a hedge. It grows more beautiful each year, requires little care, and the first cost is its only cost. It is less expensive than a fence and far more beautiful.

If you desire a border or division line, use Barberry Thunberg's, Honeysuckle, Spirea Van Houttei, or an evergreen hedge and keep it well trimmed.

If you desire your hedge for a screen, high-growing varieties should be used, and for this we recommend either Norway Spruce, White Spruce or Arbor-Vitae.

Very small city lots can be made wonderfully attractive; large lawns get their setting and division, farms their fences and general neat appearance—all from hedges, which in addition add greatly to the money value of the property.



Arbor-Vitae Hedge.

Deciduous Hedges Thunberg's Barberry

A beautiful plant with drooping branches, spoon-shaped leaves, foliage is a brilliant green in summer with branches of a lighter shade. From early autumn until early winter the leaves are of a rich crimson and the branches are loaded with scarlet berries. Even in winter it is very attractive, as the berries stay on and the closely interwoven branches are thickly set with spines and never grow bare. We cannot recommend this hardy Barberry too highly for hedge planting. Barberry should be planted 18 inches apart and should not be trimmed.

18 to 24 in., 35c each; 10 for \$3.00; 50 for \$12.00; 200 for \$20.00.
2 to 3 ft., twice transplanted, extra heavy, bushy plants—they will make a good hedge this season—50c each; 10 for \$4.00; 50 for \$15.00; 100 for \$25.00.

Tartarian Honeysuckle

The Tartarian Honeysuckle is perfectly hardy and makes a very beautiful hedge. It can be trimmed to any height desired, and also may be used as a screen as it will grow to a height of 12 feet when not trimmed. For full description see Ornamental Shrubs. Can furnish either Pink or White, or part of each, at the same price. We advise planting 18 inches apart.

1 to 2 feet, well rooted plants, 35c each; 10 for \$2.50; 50 for \$10.00; 100 for \$19.00.

Spirea Van Houttei

(For full description, see Ornamental Shrubs).

This hardy Spirea makes a beautiful border where a low hedge is desired. It is hardy and easily transplanted. Plant 2 feet apart.

1 to 2 feet, well rooted plants, 35c each; 10 for \$2.50; 50 for \$10.00; 100 for \$19.00.

Snowball

(For full description, see Ornamental Shrubs).

A hedge of Snowball bushes is very attractive and perfectly hardy. They should be planted 2½ feet apart.

Evergreen Hedges American Arbor-Vitae

(White Cedar)

The American Arbor-Vitae is perfectly hardy, easy to transplant, and bears shearing better than any other variety. Compact in appearance, dark green in color, with beautiful fern-like branches. They should be planted 18 inches apart for a good hedge. For size and price see page 12.

Norway Spruce

(See cut, page 29).

The Norway Spruce is a very fast grower and where a quick hedge or high screen is desired it will prove very satisfactory. It is hardy, and will do well on a great variety of soils. One of the most beautiful hedges in the United States is to be found on the campus of the University of Ohio—see cut on page 29. We advise the 2 feet size, and they should be planted either 18 inches or 2 feet apart. For description and price, see page 8.

White Spruce

The White Spruce, while not as good a tree as the Norway for Iowa, Minnesota or Illinois, makes a better hedge in Nebraska and the Dakotas. For price and description, see page 8.

Red Cedar

My Red Cedar is the hardy northern variety and will not winter-kill as the southern varieties do. The Red Cedar thrives well on any soil and will grow on a rocky hillside, where it would be impossible to grow any other tree. On account of the demand for this beautiful dark green Juniper orders should be placed early, as my supply is limited.

10 to 12 inch, light grade, 100 for \$15.00.

2 to 3 ft., three times transplanted and three times root-pruned, each, \$1.00; 10 for \$9.00; 100 for \$80.00.



Thunberg's Barberry.

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"NEVER SAW SUCH FINE TREES IN ALL MY LIFE."

Beaverton, Mont.,
July 29, 1918.
Earl Ferris, Evergreen Specialist,
Hampton, Iowa.

Dear Sir—I am writing this letter to let you know I received the nursery stock in fine shape that I ordered from you last spring. I never saw such fine trees in all my life. I expected a little box of 40 or 50 lbs. Imagine my astonishment to get a box weighing 400 lbs. of the dandiest trees I ever saw, which sure made me feel good to get such fine, large, well rooted trees. Considering the dry weather they are all doing exceedingly well.

You say in your catalog that you replace all trees that die at one-half price. Now, I will never ask you to replace the trees that did not grow, as you have more than done your part.

My brother got the trees from the station and was offered \$1.00 each for 50 of the pine. That was four times what they cost me. I puddled the roots in mud and planted at once. Rest assured that I will speak a good word for your nursery whenever I can.

Yours very truly,
DORCY S. HIGHT.

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WINDBREAK ADDS SEVERAL THOUSAND DOLLARS TO VALUE OF FARM.

Iowa Falls, Ia., May 3, 1918.

Earl Ferris Nursery, Hampton, Iowa.

Dear Sir:—

Thirteen years ago I bought 1,000 evergreens of you and placed on my farm near Iowa Falls. Nearly every one of these trees are still living. They average good 20 feet high, and I believe are one of the best windbreaks in the State of Iowa. This windbreak adds several thousand dollars to the value of this farm—in fact, money could not buy them.

I am inclosing check for 500 more of your four times transplanted and four times root-pruned White Pine, which I am placing on another farm, and I believe that there is no improvement that can be made on a farm for so little money that will add so much value. Your very truly,

STEWART STOCKDALE.

100 TREES DOING FINE, BUT WANTS LARGER TREES NEXT TIME.

Lyle, Minn., Mar. 11, 1918.

Earl Ferris Nursery, Hampton, Ia.

Gentlemen:—I just received yours of the 27th inst. I am interested in getting 100 good Scotch Pine for a windbreak, as I think they will be best suited. The soil is sandy with gravel and clay—rather level surface. What are your prices on 100 of these 2 to 3½ feet, four times transplanted and root-pruned evergreens you speak of? What would the express be on 100 to Lyle?

I purchased 100 12 inch Norway Spruce from you last spring and they are doing fine, but it takes too long a time to grow a windbreak from such little fellows.

Yours truly,
THEY. AUSTIN-SON.

TREES ARE ALL GROWING.

Jenkins, Minn.
Mr. Earl Ferris,

Dear Sir:—Please send me your catalog. The 30 trees I ordered last spring are all growing fine and I think I can give you quite an order this season.

Yours truly,
LEO WALTON.

WHAT THEY ALL SAY.

Mt. Pleasant, Ia., April 19, 1918.
Mr. Ferris, Hampton, Iowa.

Dear Sir:—I received my order all O. K. The roots were still moist and a nicer bunch of evergreens I never have seen. Got them planted in fine shape and it went to drizzling rain, and I sure think they ought to grow. Am returning empty crate today by express.

Yours respectfully,

EMERSON BROWN.

AGENTS' TREES COST TWICE AS MUCH AND DO NOT DO AS WELL.

Houghton, S. Dak., Mar. 7, 1918.

Dear Sir:—I have planted your stock beside some stock of the same kind bought of an agent. I had paid him more than double the amount paid you and he could not tell the difference between the trees. Their raspberries died. I think this was on account of the acid in the land. You sell so much under the other people. Yours as ever, A. H. MENTZER.

A FERRIS WINDBREAK IS LIKE MOVING YOUR HOME 300 MILES FURTHER SOUTH

Plant a Ferris Windbreak This Spring

It will add at least \$1,000.00 to the actual value of your farm, save you \$10.00 on each and every head of cattle fed back of it, save one-fourth your coal bill and add beauty to your home. And the boy from "Over There" will be better satisfied with his farm home when he returns from the front. Now is the time to buy evergreens, as it will be all but impossible to get them when present stock is exhausted. Furthermore, prices are sure to be much higher—you'll never have another opportunity to secure evergreens at prices as low as ours.

Your choice of White Pine, Jack Pine, Scotch Pine or Norway Spruce, all three times transplanted and three times root-pruned, a beautiful lot of heavy, well-shaped trees that have the best root system possible to produce. They run 2 to 3 feet from the root up—not root and all as some nurseries grade. The White Pine, Jack Pine and Scotch Pine have made a wonderful growth this season. They run very even and will average about 3 feet. The best lot in the United States. Money back if not as represented in every way. 50 trees at the 100 rate, 150 or more at the 200 rate.

100 for \$50.00; 200 for \$90.00; 300 or more for \$10.00 per hundred.

SPECIMEN TREES See cut on page 9.

Here is a wonderful collection for group, lawn or base planting. Every home has some place where a group of these specimen trees would prove very ornamental. Agents get from \$5.00 to \$10.00 each for these specimens. They are all well shaped, extra heavy, having been many times root-pruned and transplanted. Better trees cannot be purchased. Average height 2 feet, all selected, with good shape and color. Twenty beauties consisting of:

2 PYRAMIDAL ARBOR-VITAE.
2 COLORADO BLUE SPRUCE.
2 AMERICAN ARBOR-VITAE.
4 WHITE PINE.

2 MUGHO PINE.
2 CONCOLOR FIR.
2 DOUGLAS SPRUCE.
4 NORWAY SPRUCE.

Worth \$100 to any home. Our Special Price, \$18.50. Half the collection for \$9.75.